

# MANUFACTURERS RECORD

## The Cure

**B**EFORE the present Federal Administration was placed in office, its predecessor's way of preventing a depression was vast spending by a wasteful and thriving bureaucracy and inevitable and ever increasing inflation.

Inflation discourages thrift with resulting economic stagnation. It works a cruel hardship on all who live on fixed incomes, especially on the elderly and infirm. Inflation purposely brought about to gain or hold political power is dishonest.

Once started, inflation is like dope. Only at the cost of pain can the narcotic addict be cured of his craving. If not cured he soon destroys himself.

Inflation can be halted. To do so is hard but the reward is preservation. Our nation's natural wealth and growing pool of human intelligence hold out promises for the future that are beyond comprehension.

Inflation can be stopped by a government that is honest and sticks to its job of governing.

## Why so many mergers are *murder*

The *idea* of merger is a sound one. Sizable economies are effected that could be effected in no other way. Costs are reduced. Operational scope is increased.

But—many unforeseen problems are created that frequently bring the new operation close to shipwreck before the promise is ever fulfilled.

The problems are generally human ones—of adjustment, of prerogative, of clashing systems.

All this can be avoided, and the promise not only fully but effectively and quickly realized, through the avail of outside, experienced and impartial judgment and guidance.

Such judgment and guidance are most effectively obtained through the retention of competent management counsel—not only during the negotiation of the merger but during the crucial period following its consummation.

Competent management counsel removes from a merger the destructive influence of human frailty and the inevitable struggle for power that

generally ensues. Quite frequently, also, it avoids the loss of valuable individuals during the shake-down period. In addition, it provides the new amalgamation with experienced and impartial advice and guidance that could be obtained in no other way.

For example, it is not unusual, following a merger, that new operational techniques are not only indicated but required. The party of the first part—as well as the party of the second part—schooled in particular systems, may resist essential change. Here management counsel can step in as a referee.

Should you be contemplating merger—or should you be in the initial throes of a merger already an actuality—you would be well advised to call in a management consulting firm. The small cost involved is invariably more than compensated for by the results obtained.

For whatever purpose you may require management counsel, you will find today many competent and responsible firms from which to choose.

### BRUCE PAYNE & ASSOCIATES, INC.

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MANAGEMENT OF INDUSTRIAL CONCERNS

# IT BEGAN WITH A RAFT AND A BOLD ARMENIAN



**ABOUT 500 years B.C.**, an Armenian merchant, looking for new markets, resolved to take a "capital risk".

He loaded a raft with stretched-hide containers of asphalt and bitumen, plus a half dozen asses, and floated hundreds of miles down the Euphrates to Babylon.

His venture paid off. He sold his wares at a profit, and he and his crew rode home on the backs of their animal passengers.

So was taken the first step in the water transportation of petroleum products.

Some 2,400 years after, the latest step is taken:

April 20, 1954, saw the launching of the first of four Cities Service super tankers as queens of the world's oil

carriers, the latest additions to the Cities Service fleet. Their size and appointments should make even today's tanker men—much less our Armenian friend—gape with astonishment.

They will carry more oil in less travel time than any other tankers in service today. Air-conditioned, with individual staterooms for all, they'll have crew comforts and conveniences never before seen on tankers.

They will be, in short, the latest word in oil transportation. Not the "last word"—for there is no such thing. (The Armenian probably thought *he* had it!)

The four new "luxury liners" of the Cities Service fleet are merely the latest chapter in a long, long story  
...AND THE END IS NOT YET.

## CITIES SERVICE

*Quality 5-D Products*

# INSULATED

# METAL WALLS

for INDUSTRIAL and COMMERCIAL BUILDINGS

ALUMINUM, STAINLESS or GALVANIZED STEEL



**FLUSH, RIBBED, or FLUTED**  
Over-all "U" Factor of Various Types is Equivalent  
to or Better than Conventional 16" Masonry Wall

Here is another excellent example where Stainless Steel Metal Walls have been employed to good advantage in dressing up a building which, because of its functional characteristics, would otherwise have been rather prosaic in appearance. The architects have achieved in this structure a result in modern design which has attracted much interest and many enthusiastic comments. The advantages of Metal Walls, however, are not confined to appearance and design effects obtainable . . . important building economies are realized through lower material cost, lower labor cost, and the cumulative savings resulting from reduced construction time . . . buildings can be quickly enclosed with Insulated Metal Walls—even under extreme low temperature conditions which would preclude masonry construction. Other important factors to be considered are the light weight of these modern curtain walls and the maintenance-free permanence of Stainless Steel or Aluminum exterior surfaces. Mahon Insulated Metal Walls are available in three exterior patterns . . . the Mahon "Field Constructed" Fluted or Ribbed Wall can be erected up to sixty feet in height without a horizontal joint—a feature of Mahon Walls which is particularly desirable in auditoriums, powerhouses and other types of buildings where high expanses of unbroken wall surface are common. See Sweet's Files for complete information or write for Catalog No. B-54-B.

## THE R. C. MAHON COMPANY

Detroit 34, Mich. • Chicago 4, Ill. • Representatives in All Principal Cities

Manufacturers of Insulated Metal Walls and Wall Panels; Steel Deck for Roofs, Partitions and Permanent Concrete Floor Forms; Rolling Steel Doors, Grilles and Underwriters' Labeled Rolling Steel Doors and Fire Shutters.



# MAHON



# MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest

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## Six Common Errors in Plant Site Selection

Selecting a new plant site is not only one of the most important and critical steps for company management to take, but also one of the most complex. There are innumerable factors that must be weighed and evaluated as to their effect on successful plant operations—factors both economic and social. Although the literature on the subject is extensive, and despite the fact that plant site selection procedures have been worked out in some detail, companies continue to select the "wrong" site for their new plants in a startling number of instances.

Interestingly enough, errors in plant site selection seem to fall into a pattern. It has been the experience of a company, based on evaluations of operations over a period of years, that the following are the most common errors made in plant site selection:

### 1. Lack of thorough investigation and consideration of factors involved.

This happens most often among companies whose managements know "instinctively what's best for us." Their shortcoming is that they generally make their selection on the basis of a single factor. If they've been brought up in sales, it's likely to be on the basis of distribution; if they're production men, they're more likely to pick their sites on the basis of raw material availability or labor supply.

### 2. Personal likes and prejudices of key executives or owners over-riding impartially established facts.

3. Inertia of key executives to move from traditional, established home ground to new and better locations.

### 4. Moving to areas already or about to be over-industrialized.

Locating in over-industrialized communities is one of the hazards which must be recognized by management when a site is selected in a community which offers incentives such as tax exemptions, rent-free buildings, etc. Nonetheless, company executives often accept these incentives without obtaining also a definite understanding that the community will not continue to induce new companies to come into the area to the detriment of existing plants.

### 5. Preference to acquire an existing structure (usually at an imagined bargain) which is improperly located or designed for the most efficient production.

There are three pitfalls to avoid when considering a move of this kind: first, be sure you've got a good structure that won't cost you as much to rehabilitate as it would cost to erect a new building; second, be sure the building you buy will accommodate your manufacturing process and flow of materials at a minimum materials handling cost; third, be sure the location of the building is right for your business.

### 6. Choice of a community with cultural and educational standards so low that key administrative and technical personnel eventually accept employment elsewhere.

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# STEEL

from the South's steel center  
to all the South's industrial centers



**BY RAIL**

**BY ROAD**

**BY RIVER**

**T**HE growing centers of manufacture throughout the South are hungry for steel. TCI, centrally located in the heart of the South, utilizes the quickest, most economical means of delivering its top quality steel products to Southern manufacturers.

An excellent transportation network is one of the factors that have helped to bring about such phenomenal industrial growth in the

South. And TCI is in a position to use these facilities to its customers' advantage. Our steel can be shipped by railroad anywhere in the South, by barge to New Orleans and coastal Texas, by truck to the area surrounding Birmingham or by various combinations of these routes.

Wherever your plant is located, it will pay you to buy from TCI.

## U-S-S STEEL PRODUCTS MADE OR DISTRIBUTED BY T.C.I. INCLUDE:

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- Structural shapes, plates, bars, small shapes, agricultural shapes, tool steel, strip, floor plate, cotton ties.
- Tin mill products
- Steel sheet piling and H-bearing piles, bridge flooring.
- Concrete reinforcing bars, reinforcing mesh.
- Black, galvanized and special finish sheets.
- Rails, track accessories, wheels, axles, forgings.
- Wire and wire products, including woven wire fencing, barbed wire, bale ties, nails.
- Wire rope.
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**UNITED STATES STEEL**

MANUFACTURERS RECORD FOR

# BUSINESS TRENDS

## Business Levels Out

It is now apparent that business in general has rallied sufficiently to halt the decline that has been in progress since last summer.

After decreases in the first quarter of the present year, both employment and total business volume appear now to have become stabilized at levels prevailing in April.

Furthermore, there is strong belief in some industrial sectors that the current rally will develop into actual recovery during the coming autumn.

### RALLY IS SPOTTY

In appraising future possibilities, however, it should be noted at this time that all segments of the economy have not joined in the current showing of strength.

Strongest of all elements is the Construction industry which, ignoring any weaknesses that have showed up during recent months, is making new records monthly.

Both in residential and industrial building, 1954 totals are running substantially ahead of 1953.

### FINANCE-REALTY STRONG

Also running well ahead of 1953 are receipts from financial and real estate transactions.

These results can be tied in with the upsurge in building operations to a certain extent, but also ramify into other fields.

For instance, it can be noted that bank clearings and debits to deposit accounts are, for the country as a whole, running ahead of 1953.

Strongest spot for these is in New York, and can be easily traced to Stock Market activities which right now are more buoyant than in a good number of years gone by.

Outside of New York and other large centers having stock exchanges, Clearings and Bank Debits are generally about the same, or somewhat lower, than in 1953.

### SERVICES STABLE

Service industries of most kinds are stable.

Most states and regions are showing service receipts as high or somewhat higher than in 1953. In Florida and California, heavy tourist centers, this segment of the economy is showing particular strength.

### OTHER INDUSTRIES VARY

Outside the foregoing sectors, gains and losses fluctuate considerably, both with respect to regions and individual industries.

Mining is down countrywide. Farming is running somewhat below 1953 in most sections of the country. Wholesale Trade is just about holding its own, with prospect of early decline to catch up with changes that have been taking place in Retail Trade during the past two months.

### RETAIL TRADE WEAKENS

After finishing out 1953 with good showing, Retail Trade hit lower levels in January and February of 1954, and since that time has been able to recover only small part of the ground lost in that decline.

It should be noted, however, that despite high consumption expenditures in 1953, substantial additions were made to individual savings accounts.

If these savings are in such hands as to make them eligible for consumption expenditures, a substantial backlog of purchasing power has been built up, awaiting whatever sales promotion attractions are necessary to draw it from its cache.

### SALES PROMOTIONS SPREAD

As though aware of this fact, sellers of all types of merchandise are stepping up sales promotions schedules, and a number of novel attractions reminiscent of the 1920's are beginning to put in their appearance.

Premiums, for instance, are becoming frequent.

Until these begin to result in increased end-product sales, it is likely that Manufacturing will continue to mark time at current levels rather than produce for inventory build-up as was done in early 1953.

### MANUFACTURING LAGS

As the situation now stands, Manufacturing in the country at large is running 10 per cent below its 1953 level, with nearly all segments sharing in the decline.

### SOUTH SHOWS UP WELL

In all segments except Construction, the South is making a very good showing.

Paradoxically, it was in Construction that the Region was showing to best effect last year while lagging in other industrial departments.

Right now the South's construction enterprise is running just about on a par with 1953, whereas the United States is building at a rate 3 per cent faster than a year ago.

On the other hand, the South's manufacturing is 8 per cent behind 1953, while that of the United States is behind 10 per cent.

In all other departments, the South shows up either as well or better than the country as a whole.

### EXCERPTS FROM REPORTS

"Long-term savings continued to increase more rapidly (in Atlanta Federal Reserve District) than throughout the Nation during March, as measured by growth in time deposits and life insurance sales."—Atlanta Fed. Res. Bank.

For the second quarter of 1954, Regional Shippers Advisory Board forecasts a 7.6 per cent decrease in carloadings, compared with last year.

Weekly reports of the U. S. Bureau of Mines show bituminous coal production running at a rate substantially below 1953.

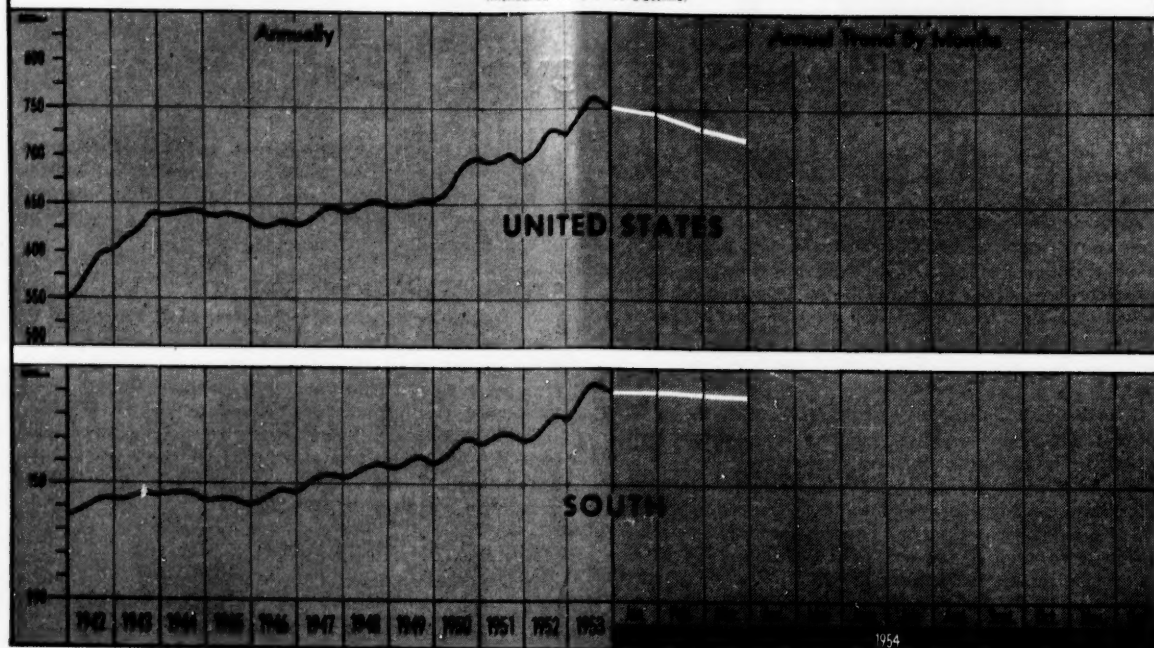
"Total corporate uses of funds amounted to \$30 billion in 1953, about the same volume as in 1952.

"Four-fifths went for outlays on plant and equipment, the remainder for additions to inventories and liquid assets."—U. S. Dept. of Commerce.

"Corporate net working capital continued to increase last year but at a considerably slower rate than in recent years. At the end of 1953 net working capital amounted to \$92.7 billion, an increase during the year of \$2.8 billion, compared with increases of \$3.9 billion in 1952, \$4.4 billion in 1951, and \$9.3 billion in 1950."—U. S. Securities & Exchange Com.

(Continued on page 8)

**PHYSICAL VOLUME**  
OF  
ALL GOODS AND SERVICES TURNED OUT BY PRIVATE ENTERPRISE  
(MEASURED IN 1947-49 DOLLARS)



**Regional Indicators**

(Continued from page 8)

**Farm Marketings (\$ Mil.)**

	Mar. 1954	Feb. 1954	Mar. 1953
South .....	\$ 471	\$ 485	\$ 482
Other States .....	\$1,521	\$1,443	\$1,518
United States .....	\$1,992	\$1,928	\$2,000

**Construction (\$ Mil.)**

	Mar. 1954	Feb. 1954	Mar. 1953
South .....	\$ 868	\$ 809	\$ 882
Other States .....	\$1,687	\$1,509	\$1,579
United States .....	\$2,555	\$2,318	\$2,461

**Mineral Output (\$ Mil.)**

	Mar. 1954	Feb. 1954	Mar. 1953
South .....	\$ 549	\$ 551	\$ 574
Other States .....	\$ 452	\$ 467	\$ 487
United States .....	\$1,001	\$1,018	\$1,061

**Manufacturing (\$ Mil.)**

	Mar. 1954	Feb. 1954	Mar. 1953
South .....	\$ 4,643	\$ 4,681	\$ 5,142
Other States .....	\$16,288	\$16,262	\$18,516
United States .....	\$20,931	\$20,943	\$23,658

**National Indicators**

	Latest Month	Previous Month	Year Ago
Personal Income (\$ Bil.) ....	\$ 282.8	\$ 283.0	\$ 283.6
Ave. Weekly Earnings (Mfg.) ...	\$ 70.53	\$ 70.88	\$ 71.93
Consumer Credit (\$ Mil.) ....	\$ 27,151	\$ 27,478	\$ 25,946
All Inventories (\$ Mil.) ....	\$ 80,036	\$ 80,390	\$ 78,266
Mfg. Inventories (\$ Mil.) ....	\$ 45,698	\$ 46,115	\$ 44,797
Trade Inventories (\$ Mil.) ...	\$ 34,338	\$ 34,275	\$ 33,469
Bank Debits (\$ Mil.) ....	\$171,260	\$141,933	\$153,356

	Latest Month	Previous Month	Year Ago
Ave. Weekly Hours (Mfg.) .....	39.4	39.6	41.1
Carloadings .....	2,412	2,462	2,801
Consumer Prices ('47-'49=100) ...	114.8	115.0	113.6
Retail Prices ('35-'39=100) .....	208.3	208.9	208.2
Wholesale Prices ('47-'49=100) ...	110.6	110.5	110.0
Construction Costs ('47-'49=100) .	121.8	121.8	120.8
Electric Output (mil. kw. hrs.) ..	45,166	40,887	42,993

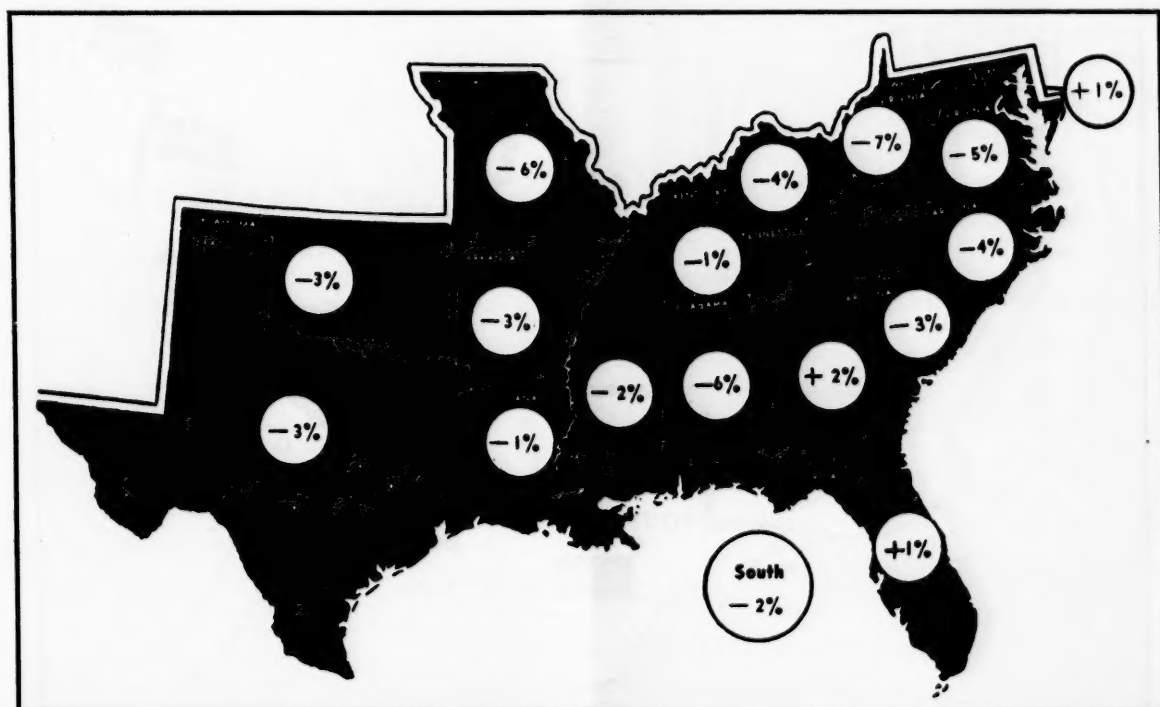


# SOUTHERN BUSINESS VOLUME

Business Volume By States (\$ Million)  
First 3 mos. of 1954 with gain (or loss) over first 3 mos. of 1953

	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re-tail Trade	Serv- ice Trade	Busi- ness Volume
Ala.	\$ 79 +1%	\$ 30 -1%	\$ 86 -13%	\$ 705 -9%	\$ 111 -5%	\$ 87 +6%	\$ 472 -1%	\$ 478 -9%	\$ 84 +3%	\$2,132 -6%
Ark.	112 +34%	27 even	40 -20%	229 -6%	64 -4%	36 +1%	234 -3%	299 -8%	45 even	1,086 -3%
D. C.	— —	— —	— -20%	57 -4%	72 +2%	96 +3%	391 -4%	344 -16%	81 even	1,089 -8%
Fla.	157 -4%	21 +16%	243 +4%	352 -5%	168 +5%	170 +14%	842 +5%	924 even	165 +3%	3,042 +1%
Ga.	108 +18%	9 even	138 +14%	970 -6%	154 -2%	132 +12%	1,160 +20%	604 -9%	129 even	3,404 +2%
Ky.	183 -9%	97 -10%	167 +22%	754 -6%	127 even	70 +7%	646 -8%	552 -2%	85 -1%	2,681 -4%
La.	71 -4%	212 +6%	165 -6%	777 -1%	180 +2%	92 +13%	536 -4%	544 -2%	88 +1%	2,665 -1%
Md.	48 -11%	3 -15%	169 +14%	952 -10%	166 +5%	143 +7%	830 +20%	650 -1%	111 +5%	3,072 +1%
Miss.	105 +11%	33 even	43 -15%	250 -10%	58 +1%	36 +1%	279 +8%	260 -8%	42 even	1,106 -2%
Mo.	222 +4%	27 +1%	155 -9%	1,479 -10%	282 -1%	243 +9%	2,005 -3%	932 -11%	224 even	5,569 -6%
N. C.	95 +6%	6 even	151 -25%	1,599 -6%	148 -6%	106 +6%	996 +6%	702 -7%	123 +1%	3,926 -4%
Okla.	92 -24%	156 even	104 +16%	444 -4%	109 even	78 +6%	504 +2%	451 -10%	88 even	2,026 -3%
S. C.	41 even	3 even	127 -23%	675 -7%	60 even	48 +1%	317 +7%	416 even	57 even	1,744 -3%
Tenn.	116 -7%	15 even	166 +17%	834 -8%	133 +1%	109 +7%	1,103 +5%	616 -7%	123 even	3,215 -1%
Tex.	388 +10%	803 -4%	507 even	2,526 -8%	498 -1%	392 +6%	2,473 even	2,040 -9%	396 even	10,023 -3%
Va.	95 -14%	27 -15%	150 +3%	1,035 -10%	179 +3%	131 +13%	583 -2%	667 -6%	114 +3%	2,981 -5%
W. Va.	34 -8%	182 -16%	58 +30%	413 -10%	111 -3%	43 +1%	267 -4%	329 -7%	57 even	1,494 -7%
South	1,946 even	1,651 -4%	2,517 -1%	14,051 -8%	2,620 -1%	2,012 +8%	13,638 +4%	10,808 -7%	2,012 +1%	51,255 -2%

(Continued on page 10)



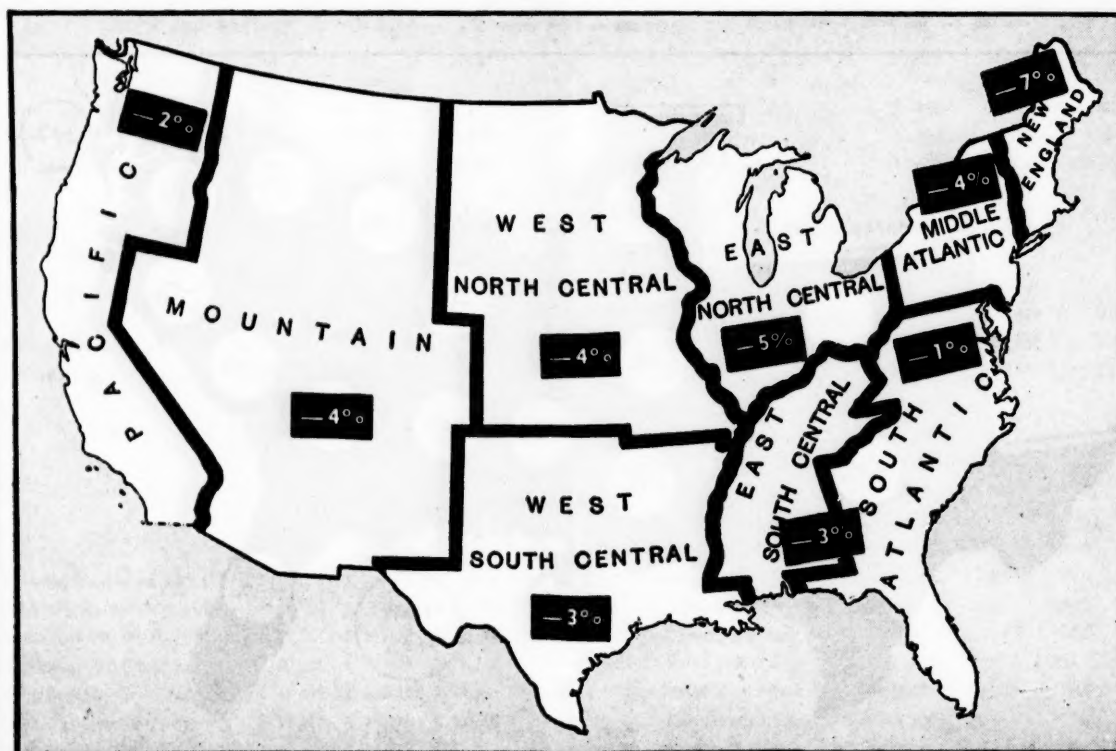


# NATIONAL BUSINESS VOLUME

Business Volume by Regions (\$ Million)  
First 3 mos. of 1954 with gain (or loss) over first 3 mos. of 1953

(Continued from page 9)

	Farm- ing	Min- ing	Con- struc- tion	Manu- factur- ing	Utili- ties	Fi- nance	Whole- sale Trade	Re- tail Trade	Serv- ice Trade	Busi- ness Volume
New Eng.	\$ 177 —16%	\$ 12 even	\$ 380 +6%	\$ 4,413 —12%	\$ 467 +2%	\$ 615 +1%	\$ 2,443 —3%	\$ 2,511 —6%	\$ 466 +3%	\$ 11,484 —7%
Mid. Atl.	449 —12%	262 —16%	1,378 +8%	15,000 —9%	2,148 —2%	2,401 +3%	16,152 even	7,283 —7%	2,231 even	47,304 —4%
E. N. Cen.	1,443 +2%	222 —8%	1,418 +3%	19,342 —12%	1,846 —2%	1,601 +5%	12,549 +1%	8,075 —6%	1,785 +2%	48,281 —5%
W. N. Cen.	2,007 even	251 +1%	550 +6%	4,730 —10%	878 —2%	684 +5%	6,065 —1%	3,446 —8%	630 even	19,241 —4%
S. Atl.	600 —2%	251 —16%	1,120 —3%	6,227 —8%	1,085 —1%	891 +8%	5,495 +9%	4,742 —5%	855 +2%	21,266 —1%
E. S. Cen.	483 —3%	175 —7%	462 +10%	2,543 —8%	429 even	302 +7%	2,500 even	1,906 —6%	334 even	9,134 —3%
W. S. Cen.	663 +5%	1,198 —2%	816 even	3,976 —6%	851 even	598 +7%	3,747 even	3,334 —8%	617 even	15,800 —3%
Mount.	450 —7%	362 —3%	272 —2%	940 —11%	364 —1%	204 +7%	1,282 even	1,277 —6%	241 —2%	5,392 —4%
Pacif.	671 —5%	316 +2%	904 +6%	5,830 —4%	966 —1%	867 +2%	4,979 +1%	3,924 —6%	1,061 +5%	19,518 —2%
U. S.	6,943 —2%	3,049 —5%	7,300 +3%	63,001 —10%	9,034 —1%	8,163 +4%	55,212 even	36,497 —7%	8,220 +1%	197,419 —4%



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**from**

**Newport Steel**

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With their continuing expansion of facilities, Newport Steel is becoming more competitive on most grades of flat rolled steel and more flexible in production schedules and delivery. Unvarying quality and wide variety of products also make this mill a favorite with all kinds of manufacturers. Another customer advantage is Newport's location in the fastest growing industrial area in America, with short haul and economical delivery by rail, barge or truck. Quality, location and service all combine to make Newport the logical source of steel for Middle West and South. Let us prove our ability to serve you well.



**ECONOMICAL WATERLAIL DELIVERY**

Newport Steel is situated on the Mississippi-Ohio River system and the great Cincinnati rail hub. With the advantage of location, new river barge facilities and seven major railroads, Newport gives economical, dependable delivery to industrial areas throughout the Middle West and South.

**Newport Steel**

**CORPORATION**

**NEWPORT, KENTUCKY**

# *Gates* *Grates* and *Grits*

—and over 5,000 others, made  
in Alabama, find a national  
and Southern market

Alabama is both a making place and a market place. Finished and semi-finished products and components find a market locally, regionally, nationally and internationally.

As an important manufacturing area, Alabama automatically is a choice distribution center because Alabama offers a big market within the still greater Southern market for a vast variety of goods and services.

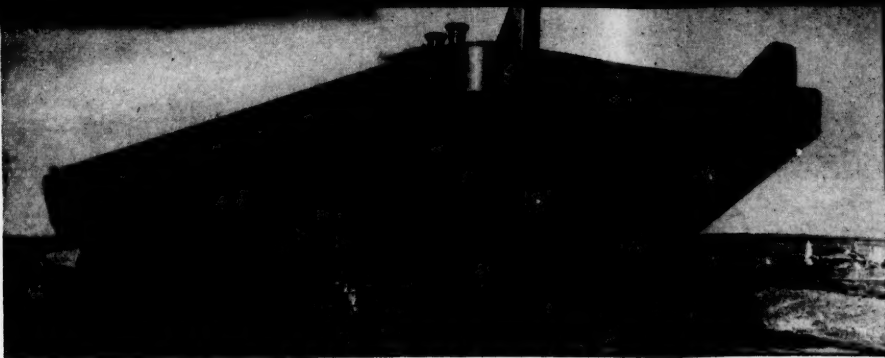
If you're considering a making or marketing facility in the South, write Industrial Development Division, Alabama Power Company, Birmingham, Alabama.

Acids and beads and beds . . . bricks  
and brakes . . . combs and cotters  
. . . drapes and drills . . . fudge  
and fuses . . . paint and pulleys  
. . . valves and vinegar . . .  
these and many more.

Industrial Development Division

*Alabama Power Company*

Birmingham 1, Alabama



# For Barges



Whatever your need for barges . . .  
American Bridge has complete  
all-weather facilities for the  
construction of all-welded steel  
barges—and other steel floating  
equipment for rivers and harbors.

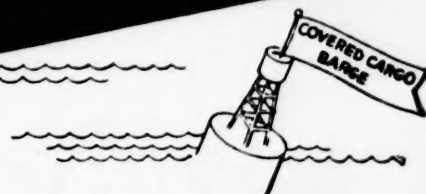
# of Every Type



- ▶ BARGES
- ▶ CAR FLOATS
- ▶ PONTOONS
- ▶ DERRICK HULLS
- ▶ DREDGE AND TOWBOAT HULLS
- ▶ STEEL DRY DOCKS
- ▶ GATES
- ▶ LOCKS

*Ways at*

**AMBRIDGE, PA. and TRENTON, N. J.**



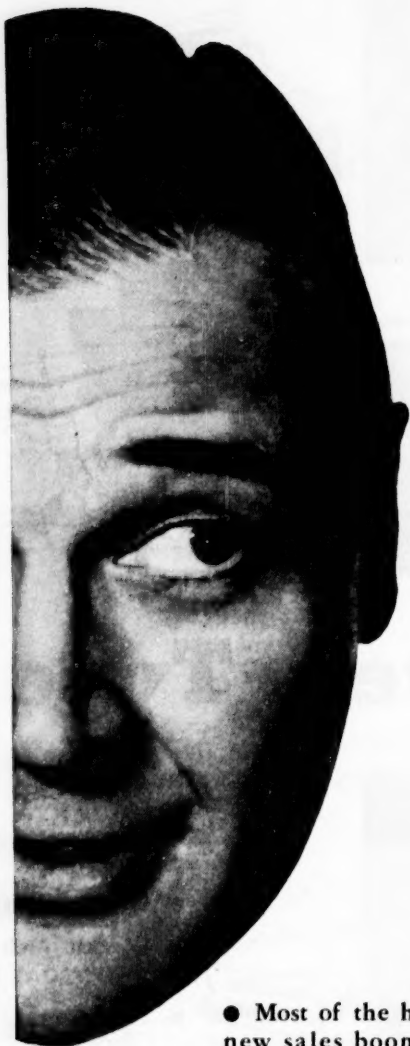
AMERICAN BRIDGE DIVISION, UNITED STATES STEEL CORPORATION, GENERAL OFFICES: 525 WILLIAM PENN PLACE, PITTSBURGH, PA.

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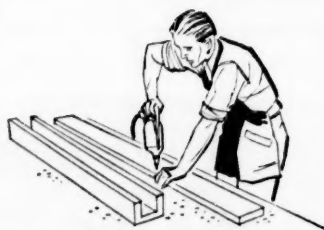


# AMERICAN BRIDGE

UNITED STATES STEEL



## EYEING THE DO-IT-YOURSELF BOOM?



● Most of the home tools enjoying the new sales boom are made of castings from iron.

Peacetime conditions with new technologies and ample supplies, suggest that you re-examine your product and processes. The immediate future is attracting many newcomers with good ideas. Remember—there are five major grades of pig iron

for castings. You ought to consider each. But there is only one supplier of all five grades—Republic Steel.

Therefore Republic's pig iron metallurgists can advise you without hesitation or sales prejudice. And they keep themselves absolutely up to the minute on techniques. Let a Republic metallurgist help you do it better for the do-it-yourselfers.

### ***Casting Manufacturers are Twice Our Customers***

The finishes used on the cast iron do-it-yourself tools are, in many instances, made from coal chemicals. Of the 48 producers of coke oven chemicals, Republic is the third largest. Coke oven producers last

year furnished two-thirds of the nation's supply of coal chemicals, for which tar and benzol are the basic materials. The column on the facing page shows a few of the multitude of products made with coal chemicals.



# REPUBLIC STEEL

GENERAL OFFICES • CLEVELAND 1, OHIO

WORLD'S WIDEST RANGE  
OF STANDARD STEELS  
AND STEEL PRODUCTS



# NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

## ALABAMA

**BIRMINGHAM** — David Tire Co. let contract to E. O. Coston, Bessemer, Ala., at \$98,190 for warehouse and office. Martin J. Lide, Archt.

**BIRMINGHAM** — W. S. Dickey Clay Products Mfg. Co. plans to enlarge its Birmingham facilities at cost of \$75,000 to \$100,000. Thomas L. Howard, District Manager.

**BIRMINGHAM** — Ferro Fabricating Co., Inc., 3333 27th Ave., N., received bids for office building. Warren, Knight & Davis, Birmingham, Archts.

**BIRMINGHAM** — Okonite Co., Brown-Marx Bldg., plans warehouse. Pemberton & Mims, Title Guarantee Bldg., Archts.

**BIRMINGHAM** — Roberts & Son, 6th Ave. & 19th St., received bid from James Lyemance, Birmingham, at \$93,180 for addition to office building. Charles H. McCauley, Jackson Bldg., Archt.

**BIRMINGHAM** — Wade Wood Co., 112 S. 14th St., received bid from F. R. Hoar & Son, Birmingham, at \$13,056 for warehouse. Nelson Smith, Archt.

**HEFLIN** — John E. Gaither, Mayor, let contract to D & B Fabricating Co., Gadsden, for \$150,000 chenille plant.

**MOBILE** — Turner Supply Co. received bid from Bernard & Byrd at \$288,900 for warehouse and office building. N. H. Holmes, Archt.

**ONEONTA** — Flato Bros. Mfg. Co., Corpus Christi, Tex., let contract to Brazelton Construction Co., Corpus Christi, at \$338,470 for stove parts factory. Richard S. Colley, Corpus Christi, Archt.

## FLORIDA

**DADE COUNTY** — Phillips Petroleum Co., P.O. Box 10188, Tampa, let contract to W. L. Lewis, 3052 N.W. 57th St., Miami, for \$15,570 service station, 11875 N.W. 17th Ave. Clarence F. Reinhardt, Adams Bldg., Bartlesville, Okla., Archt.

**FORT LAUDERDALE** — Gulf Petroleum Corp., 435 N. Flagler St., let contract to Van Wyk & Son, 930 S.E. 9th St., for \$29,900 service station, 1645 E. Sunrise Blvd.

**FORT LAUDERDALE** — Phillips Petroleum Co., Bartlesville, Okla., let contract to Paul D. Stoner, 7 S.E. 12th St., for \$25,000 service station, 400 N.W. Sunrise Blvd. Clarence Reinhardt, Adams Bldg., Bartlesville, Okla., Archt.

**JACKSONVILLE** — Eastern Seaboard Petroleum Co. plans million dollar petroleum terminal on west bank of St. Johns River, South of Trout River.

**MIAMI** — Adams Engineering Co., Inc., 19300 Biscayne Blvd., Miami, plans office building in Dade County.

**MIAMI** — Grables Bakery, 699 N.W. 62nd St., Miami, let contract to The St. John Co., 295 N.E. 61st St., Miami, at \$125,000 for bakery plant at 6350 N.E. 4th Ave. John E. Petersen and Frank H. Shufflin, Roper Bldg., Archts.

**MIAMI** — Orange State Oil Co., 363 N.E. 58th Terrace, received bids for service station at W. Flagler St. and N.W. 10th Ave. Vladimir E. Virrick, 8400 Old Cutler Road, Archt.

**MIAMI** — Spector & Sons, 575 S.W. 22nd Ave., plans \$37,260 factory building, 2201 N.W. 25th Ave. August Swarz, 511 N.E. 38th St., Archt.

**MIAMI BEACH** — G. M. Phillips, 407 71st St., plan service station and garage addition, 7110-20 Abbott Ave. Nathan A. Seiderman, 4009 Chase Ave., Archt.

**MIAMI SHORES VILLAGE** — Phillips Petroleum Co., c/o R. J. Beckett, Engr. Dept., P.O. Box 10188, Tampa, let contract to Gaffney Construction, Inc., 3661 W. Flagler St., Miami, at \$24,000 for service station, 8703 Biscayne Blvd.

**OAKLAND PARK** — Geo. H. Hippel, c/o of Architect, plans manufacturing building, N.E. 1st Ave. and N.E. 1st St., Oakland Park. Guy Platt Johnson, Bryan Arcade, Fort Lauderdale, Archt.

**PENSACOLA** — News-Journal let contract to Dyson & Co. for \$44,000 building to house new press. Entire project to cost \$350,000. Robert & Co., Atlanta, Archts.

**ST. JOHNS & FLAGLER COS.** — St. Regis Paper Co., New York, acquired management and cutting rights on 70,000 acres of slash pine, to be used at Kraft pulp, paper and board mill, 50 miles North, at Jacksonville.

**TALLAHASSEE** — City received bids for electrical distribution and sub-station equipment. Robert & Co., Atlanta, 96 Poplar St., N.W., Atlanta, Archt.-Engrs.

**TAMPA** — Double Envelope Corp., Roanoke, Va., plans printing plant and warehouse.

## GEORGIA

**ATLANTA** — Atlanta Newspapers, Inc., received bids for parking facilities and remodeling buildings. Robert & Co., Assocs., 96 Poplar St., N.W., Atlanta, Archts.-Engrs.

**CARTERSVILLE** — Hales & Hunter Co., Chicago, plans feed mill.

**CEDARTOWN** — Coopers, Inc., Kenosha, Wis., plans distributing center to serve retailers in most Southeastern states.

**LUCEDALE** — George County Board of Supervisors, Lucedale, received bids for manufacturing plant to be leased to Russell Mfg. Co., Alexander City, Ala. Harry Inge Johnstone, 523 First National Annex, Mobile, Ala., Archt.

**MONROE** — Chas. W. Henson Garment Mfg. Co. received bids for factory building. Wm. J. Chase & Assocs., Candler Bldg., Atlanta, Archts.

**VALDOSTA** — Metal Products Co., Aluminum extruders, plans expansion.

**VALDOSTA** — National Container Corp. plans adding bag manufacturing unit to new paper mill.

## KENTUCKY

**CALVERT** — General Aniline & Film Corp., Linden, N. J., plan \$6,000,000 plant for manufacturing high pressure acetylene derivatives.

**LOUISVILLE** — Girdler Co., Div. of National Cylinder Gas Co., plans \$1,000,000 addition

## New and Expanding Plants Reported in May, 1954

129

Total For

First Five Months of 1954

568

First Five Months of 1953

832

to its catalyst manufacturing plant. Building will be fabricated by Braden Steel Corp., Tulsa, Okla.

**LOUISVILLE** — Louisville & Nashville Railroad Co. plans modern freight yard and depot at Strawberry Yards. Southwest of Louisville; approx. cost \$10,000,000.

## LOUISIANA

**LOUISIANA** — Shell Pipe Line Corp. plans 65 mile products pipe line from Norco, Louisiana refinery, just West of New Orleans, to a point near Baton Rouge.

**BATON ROUGE** — Coca-Cola Bottling Co., Ltd., 202 Government St., let contract to Barksdale & LeBlanc, Box 1567, at \$155,000 for addition to plant, St. Louis St. John F. Wilson, Box 1487, Archt.

**BATON ROUGE** — Transcontinental Gas Pipe Line Corp. authorized by Federal Power Commission to build \$1,000,000 pipeline extension on natural gas transmission system.

**LAFAYETTE** — R. W. Freeman, Coca-Cola Bottling Co., Inc., c/o Jesse M. Shelton, Archt., 96 Poplar St., N.W., Atlanta, received bids for bottling plant addition at Cameron St. & Evangeline Drive.

**LAKE CHARLES** — Boyce-Harvey Machinery, Inc., 7330 Florida Ave., Baton Rouge, received bid from David B. Miller & Co., Box

5486, Lake Charles, for \$82,977 sales and service building.

**LAKE CHARLES** — Pittsburgh Plate Glass Co. let contract to F. Miller & Sons, Box 921, Lake Charles, for \$102,500 office and warehouse. Gayle & Reames, Gayle Bldg., Lake Charles, Archts.

**NEW ORLEANS** — Brown's Velvet Co. received bid from E. J. Welsch & Co., Inc., 1036 National Bank of Commerce Bldg., at \$37,421, for completion of second floor and office at Baronne, Thalia, and Erato Sts., Jones & Roessie, Archts.

**NEW ORLEANS** — James E. Comiskey Co., 100 Common St., received bid of \$49,994 from Union Construction Co., Box 3036, Station D, New Orleans, for addition to winery building. Poydras & St. Johnson Sts. H. Van Rappard, 413 Godchaux Bldg., Archt.

**NEW ORLEANS** — General Motors Corp., Detroit, let contract to Gervais F. Favrot Co., Balter Bldg., New Orleans, for General Motors Training Center Building on Chef Menteur Highway.

**NEW ORLEANS** — Shell Oil Co., 600 S. Jefferson Davis Parkway, received bids from Lynn Construction Co., 4010 Eden St., for 2-bay Shell Service Station at Jefferson Highway and Barry Ave. in Jefferson Parish.

**NEW ORLEANS** — Shell Oil Co. let contract to Lynn Construction Co., 1010 Eden St., New Orleans, for service station at Chef Menteur Highway & Press Drive.

**NEW ORLEANS** — Southwest Steel Products Co., Kenner, La., plans buildings on Industrial Canal. New Orleans. Wm. R. Burk, 632 Pirates Alley, New Orleans, Archts.-Engrs.

## MARYLAND

**BALTIMORE** — B.O. Company let contract to Steiner Construction Co., Inc., 2122 Maryland Ave., for latex storage tanks, B&O R.R., Port Covington.

**BALTIMORE** — Board of Estimates received bids for marginal wharf and warehouse facilities for National Can Corp., 811 S. Wolfe St.

**BALTIMORE** — C. & P. Telephone Co., Lexington & Liberty Sts., let contract at \$177,675 to Colwell Construction Co., Inc., 2114 Maryland Ave., for dial center, 6601 Windsor Mill Road. James R. Edmunds, Jr., 1025 St. Paul St., Archt.

**BALTIMORE** — Esso Standard Oil Co., Standard Oil Building, plans service station at 1542 Monroe St.

**BALTIMORE** — Esso Standard Oil Co., Standard Oil Building, received bids for service station at Rogers Ave. & Reisterstown Road.

**BALTIMORE** — Esso Standard Oil Co., 15 W. 51st St., New York, to raze site and erect \$15,000 wall, 3801 Boston St.

**BALTIMORE** — T. B. Gatch & Sons, Inc., 5928 Belair Road, plans machine shop at 5940 Belair Road.

**BALTIMORE** — Pan American Refining Corp. received bids for office addition, East Brooklyn. Frederick L. W. Moehle & Assocs., 2514 N. Charles St., Archt.

**BALTIMORE** — Pentagon Trucking Co., 2505 Aisquith St., plans garage. Bennet & Brandt, 605 Park Avenue, Archts.

**BALTIMORE** — Sun Oil Co., 1910 Russell St., let contract to J. E. Glover at \$10,000 for service station, 2311 Belair Road.

**BALTIMORE** — Victor Lynn Lines, Inc., Salisbury, let contract to Charles J. Spielman Co., Inc., 2901 Maisel St., at \$67,000 for freight terminal, 1332 S. Monroe St. J. Eldridge Moxley & Sons, 12 E. 24th St., Archts.

**MIDDLE RIVER** — Glenn L. Martin Co. received bids for a noise suppression chamber, propulsion test facilities, Middle River.

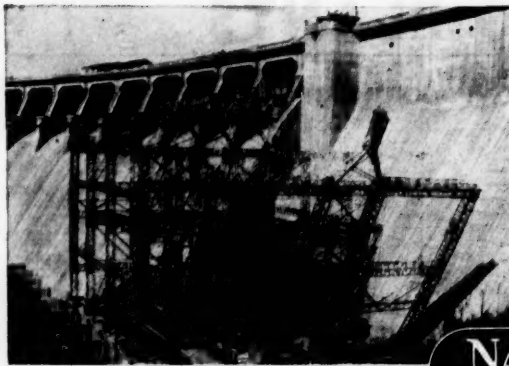
**ROCKVILLE** — Atlantic Seaboard Corp. plans pipeline to parallel 14 miles of existing 20 inch pipeline E. of Rockville. Several projects will total \$16,000,000.

(Continued on page 16)

# GALVANIZING

Prompt Delivery • Zinc and Cadmium Plating

Phone: 59-5401 **METALPLATE CO.** 757 N. 44th St. Birmingham, Ala.



**T**HE Nashville Bridge Company will gladly quote on structural steel requirements anywhere in the South and Southwest. Our skill in the fabrication and erection of intricate steel structures is well-known. We are particularly qualified to supply the Power Distributing Industries with transmission towers and switchyard structures—hot-dip galvanized after fabrication. Fabrication and erection of both steel and machinery for movable type bridges is a specialty. Look to Nashville for simple steel requirements as well as intricate structural jobs.

Plants and offices in Nashville, Tennessee and Bessemer, Alabama. We also own and operate the Bessemer Galvanizing Works—largest galvanizing plant in the South.

**NASHVILLE BRIDGE COMPANY**  
NASHVILLE, TENN. — BESSEMER, ALA.



## NEW AND EXPANDING PLANTS

(Continued from page 15)

### MISSISSIPPI

**GREENWOOD**—City received bids for new factory building on Highway 82-W, to be occupied by Conmar Products Corp., Newark, N. J. Kelly & Gruzen, 744 Broad St., Newark, N. J., and Robert J. Moor, Greenwood, Miss., Archts.-Engrs.

**HATTIESBURG**—City received bids for new factory and office building for Reliance Mfg. Co., for which \$500,000 in bonds were voted. Landry & Matthes, 214 W. Pine St., Archts.

**LUCEDALE**—George County Board of Supervisors received bids for manufacturing plant to be leased to Russell Mfg. Co., Alexander City, Ala. Henry Inge Johnstone, 523 First National Annex, Mobile, Ala., Archt.

**MERIDIAN**—E. L. McClellan, Vice-president of Alden Mills, plans new manufacturing building. Bill Archer, P.O. Box 1149, Meridian, Archt.

**STARKVILLE**—City plans to construct Lockport Felt factory; \$300,000 available.

**TUPELO**—City let contract to Louis A. Gily & Sons, P. O. Box 782, Laurel, Miss., at \$265,315 for industrial plant for Day-Brite Lighting, Inc. Robert B. McKnight, 109 S. Spring St., Archt.

**TUPELO**—City let contract to Building Service Co., West Point, Miss., at \$300,400 for industrial building for Day-Brite Lighting, Inc. Robert B. McKnight, Tupelo, Archt.

### MISSOURI

**ST. LOUIS**—Mississippi River Fuel Corp., 407 N. 8th St., St. Louis, plans Petrochemical plant on Mississippi River, 35 miles south of St. Louis. W. G. Marbury, president.

**MISSOURI**—Hercules Powder Co., 500 Fifth Ave., New York, leased option to buy government-owned Missouri Ordnance Works, and will reactivate the plant.

### NORTH CAROLINA

**NORTH CAROLINA**—Surry-Yadkin Electric Membership Corp., Dibson, N. C., re-

ceived bid of \$298,929 from E. C. Bridges, Heath Springs, for rural electric distribution project, NC 49R, Sec. I and II.

**ASHEVILLE**—Brunner & Lay Rock Bit Co., Asheville, let contract to Wm. B. Dillard Construction Co., Sylva, N. C., at \$124,000 for building. Six Assocs., Inc., Asheville, Archts.

**CHARLOTTE**—Firestone Tire & Rubber Co., Akron, Ohio, let contract to Robert H. Pinnix, Gastonia, for District Office and warehouse.

**GASTONIA**—Pepsi-Cola Bottling Co., H. B. Fowler, president, Charlotte, plans \$100,000 bottling plant, to serve Gaston & Cleveland counties.

**GASTONIA**—Powell Motor Co. received bid from C. T. Bennett Construction Co., Kings Mountain, N. C., for \$102,727 showroom garage. Tom C. Lewis, Archt.

**GREENSBORO**—Ambrosia Cake Bakery, Inc., received bids for alterations and additions to bakery. Chas. C. Hartmann, Greensboro, Archt.

**GREENSBORO**—Interstate Bakeries Corp. of Kansas City, Mo., let contract to Brooks Lumber Co., Greensboro, at \$100,000 for addition to recently purchased plant.

**GREENSBORO**—P. Lorillard Co. let contract to H. L. Coble Construction Co., Greensboro, for general construction of its \$13,000,000 plant on East Market St. Lockwood-Greene Engineers, New York, Archt.-Engrs.

**GREENVILLE**—Carolina Sales Corp. let contract to W. G. Dunn, Greenville, for \$85,455 office building. J. W. Griffith, Jr., Greenville, Archt.

**HAMLET**—Seaboard Air Line Railroad Co., Norfolk, received bids for shop building and other facilities.

**HENDERSONVILLE**—Wing Paper Box Co. received bids for alterations and additions to building. Brackett & Grackett, Asheville, N. C., Archts.

**HIGH POINT**—Central Upholstery Co. purchased site and plans \$100,000 building.

**HIGH POINT**—Grand Rapids Varnish Corp. to build new plant, warehouse and studio facilities.

**HIGH POINT**—Lamp Promotions Co., Joseph Sohn, president, and Ed Mendenhall, president of Chamber of Commerce, to estab-

lish plant for manufacture of lamps and fixtures.

**HIGH POINT**—Southern Furniture Exposition Bldg., Inc., received bid of \$444,152 from King-Hunter, Inc., Greensboro, for alterations and additions to Exposition building. McMinn, Norfleet & Wicker, Greensboro, Archts.

**KINSTON**—City received bids for power plant alterations and additions.

**OLD TOWN**—Old Town Telephone System let contract to Charles E. Fetter, Winston-Salem, for \$35,507 exchange building in Old Town; also let contract to Brawley Construction Co., Charlotte, at \$200,937 for rural telephone system.

**STATESVILLE**—Statesville Daily Record plans press building. Andrew L. Pendleton, Statesville, Archt.

**WILMINGTON**—Biltmore Trucking Terminal let contract to J. A. Simon, Wilmington, for \$10,500 terminal.

**WINSTON-SALEM**—The Frazier Co., Winston-Salem, let contract to Fowler-Jones Construction Co., Winston-Salem, for \$146,700 parking center. Lashmit, James, Brown & Pollock, Winston-Salem, Archt.

### OKLAHOMA

**WEST TULSA**—Texas Co. plans expansion program at West Tulsa refinery.

### SOUTH CAROLINA

**SOUTH CAROLINA**—Central Electric Power Cooperative, Inc., let contract to Sumter Builders, Inc., Sumter, at \$471,414 for SC No. 40, Santee Sec. 4.

**SOUTH CAROLINA**—J. P. Stevens & Co., plans \$3,000,000 modernization program for its textile plants in S. C., including Clemson, Seneca, Anderson & Piedmont.

**CHARLESTON**—Southern Electric Co. received bids for office and warehouse. Leonard C. Gaines, Charleston, Archt.

**CHERAW**—Becker Co. Sand & Gravel Co. let contract to V. Lyn Brabham, Florence, S. C., at \$29,894 for office building. Hopkins, Baker & Gill, Florence, S. C., Archts.

**DARLINGTON**—Individual Drinking Cup (Continued on page 54)



## TRINITY INDUSTRIAL DISTRICT

"Under the Skyline of Dallas"

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**INDUSTRIAL PROPERTIES CORP.**

401 Republic Bank Bldg., Dallas, Phone RI-6552



## "Southeastern States Faring Better," Runs Recent Headline.

There's an explanation for this: Lower costs  
—profitable operations.

Industry is growing apace in the Seaboard  
Southeast where basic factors contribute to  
lower manufacturing costs.

Let us supply you with details on outstand-  
ing sites in this favored area. No obligation,  
and all negotiations confidential.

**WARREN T. WHITE**  
Assistant Vice President  
Seaboard Air Line Railroad Company  
Norfolk 10, Virginia



# SEABOARD

AIR LINE RAILROAD



THROUGH THE HEART OF THE SOUTH



# LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,  
Make the mighty ocean, and the pleasant land."*

**Full Employment.** The term "full employment" is a deceptive one. If by it is meant keeping every one's hands and feet busy, "full employment" is no trick at all for government to achieve. There is full employment in every primitive society, and among modern governments that of Russia manages it very well. At present there is less unemployment in the eastern zone of Germany than in the western.

Full employment can be achieved by government planning. If the government will put enough restrictions on the means of production, either by nationalizing them or putting them under effective government control, the peoples ability to produce can be kept below their heads and everybody will have to scrape for a living.

If full employment is the thing to be achieved above all else, an easy task is imposed on government. But even Mr. Reuther does not want this kind.

## **Reduce Expenses First.**

Too many people in and out of Congress want their cake and want to eat it too. It would be hard to find any sane person in our country who does not want lower taxes, but there is a multitude who do not want lower taxes at the expense of further inflation, with resulting depreciation in the value of our money. Fortunately for all of us, there are still some level-headed realists in the Congress with the courage to oppose budget-unbalancing tax cuts and who are likewise 100 per cent for tax cuts if they are accompanied by corresponding reductions in expenditures.

Restoration of the "honest dollar" was one of the pledges of President Eisenhower when he promised to clean up "the mess" left by his predecessor. A "dishonest dollar," or one that shrinks in purchasing power, eventually leads to national bankruptcy, and on the way it confiscates savings and property, wrecks the economy, substitutes the whims of men for a govern-

ment of laws, and this threat hangs over us because a few weak-kneed Congressmen are willing to wreck the country in return for a handful of votes.

**Unity?** The usual justification for bi-partisanship is that fine-sounding word "unity." The real situation is that bi-partisanship does not make for unity. It is destructive of unity. You can have real unity on any proposition only when people know about it, have had a chance of making up their minds about it and reached a decision concerning it. This can only come through debate in which differences are thoroughly aired. Only in that way can the people be consulted. And if they are not consulted then agreement and unity among them is impossible—except in the totalitarian conception of unity.

So, bi-partisanship, even when it has an honest and sincere basis, mistakes form for substance; it creates a false impression of unity which when the test comes is too likely to prove disunity of the most destructive kind.

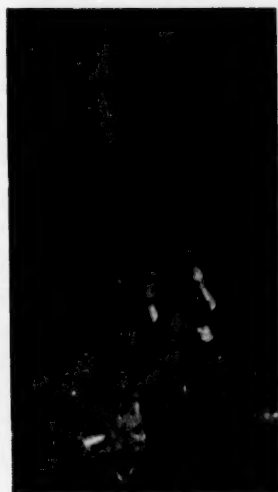
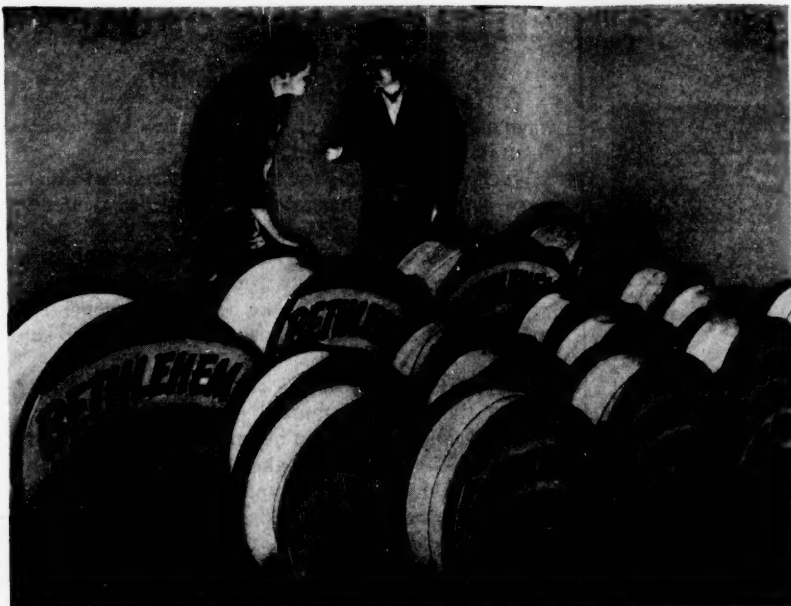
**Government fiscal stability demands that the unbelievable waste of government owned and bureaucratic operated businesses be stopped and their assets placed in the hands of taxpaying owners.**

**Faith in America.** The proof of the efficiency of the American free enterprise system has one of its best examples in the electric power industry whose expansion has been achieved without a dollar of help from the tax payer.

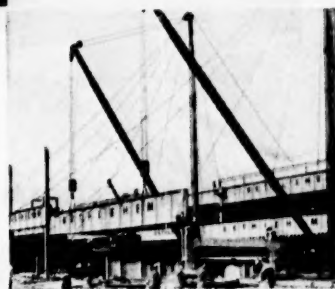
The electric power companies in spite of government competition from T.V.A. and similar government financed operations are backing up their belief in the future of the country and its economic stability by a financial outlay of \$3,000,000,000 for expansion.

Both current and long range planning are of such vast scope as to indicate that the electric power industry has not the slightest doubt the American economy will continue to move forward.

**Guaranteed Wage.** Close study of the annual  
(Continued on page 20)



*Quick... Quick...  
Quick Deliveries*



## OF BETHLEHEM ROPE

Very near you — perhaps only a few blocks away — is a Bethlehem mill depot or distributor with big, complete stocks of the wire rope you want. When you're rushed — when you need wire rope in a hurry — use the telephone; give us the specifications and tell us to get your order rolling. Or, if you prefer, send your own truck and we'll have the reels waiting for you.

Bethlehem makes a type and grade of rope for every need. Big ones capable of handling many tons — for cranes, derricks, shovels, etc. Small ones for light industrial applications such as air

and electric hoists. And intermediate sizes for the vast range of jobs between the two extremes.

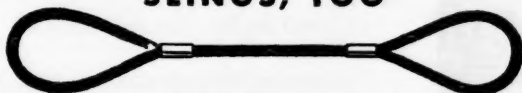
So, when hours or minutes count, give us a ring, or call the nearest Bethlehem distributor. By doing so, you'll find it easy to get the rope you need, and get it fast!

**BETHLEHEM STEEL COMPANY  
BETHLEHEM, PA.**

On the Pacific Coast Bethlehem products are sold by  
Bethlehem Pacific Coast Steel Corporation. Export  
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**When you think WIRE ROPE...think BETHLEHEM**

**SLINGS, TOO**



All sizes, all types . . . single-part, braided, grommet, bridle, and special. If your particular lift requires study, ask for the services of a Bethlehem engineer. He'll be glad to give you all possible help.





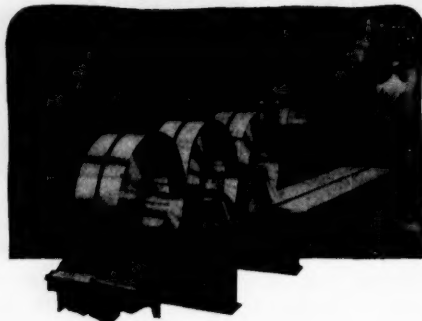
# SCOVILL MILL PRODUCTS

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ALWAYS CLOSE AT HAND



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## LITTLE GRAINS OF SAND

(Continued from page 18)

wage question must be giving the unions some doubts about it. Here is one doubt:

When and if a company signs a guaranteed annual wage plan, it must attempt at all costs to reduce its labor commitments under the plan.

In some cases, this could mean reduced employment. In other cases, the company would review its make-or-buy decisions. Should it make certain components in its own plant, or should it farm this work out to suppliers?

If the fringe load of the suppliers is much lower, because they are unorganized, or because they do not guarantee wages, it would become cheaper to buy the components rather than make them in its own plant.

This would tend to cut union membership at the plant of the company offering wage guarantees, and would increase it where the cost of labor fringes is much lower.

General Electric, for example, calculated that it competes at present with some companies whose fringe load is only one-half as high as GE's. At some point, the fringe load gets so high that employment is adversely affected at the plants of the most generous employers.

Hence, the wage guarantee could have unfortunate consequences for the very workers who sought income regularity.

**Unfair Competition.** At present, bituminous coal generally, is depressed — not only are thousands of miners out of work, but many mines are closing with prospects of staying closed. Yet the economists predict that at some future tomorrow the demand for coal will exceed any past demand. Not only the war time economy, but the peace time economy, still normally looks to coal for the bulk of its power needs.

Certain factors that depress the coal market are temporarily unavoidable, but it does seem questionable whether the government's policy of permitting dumped foreign residual oil to continue to flood the market is sound. Temporarily, it may aid the economy of some of our allies in the effort to check Communism, but in the long run if it contributes to weakening a basic American industry the foreign countries as well as our own suffer.

**Changing Times.** Census Bureau figures show how times have changed since we were a boy. During the 40 years from 1910 to 1950, composition of the U. S. labor force has shifted as follows:

- (1) White collar workers increased from 21% to 37%.
- (2) Farm workers dropped from 31% to 12%.
- (3) Foremen and skilled workers rose from 12% to 14%.
- (4) Semi-skilled workers increased from 15% to 28%.
- (5) Common laborers dropped from 14% to 6%.
- (6) Servants decreased from 7% to 3%.

(Continued on page 22)

MANUFACTURERS RECORD FOR

# ***FAST FREIGHT?***



***No. 153***

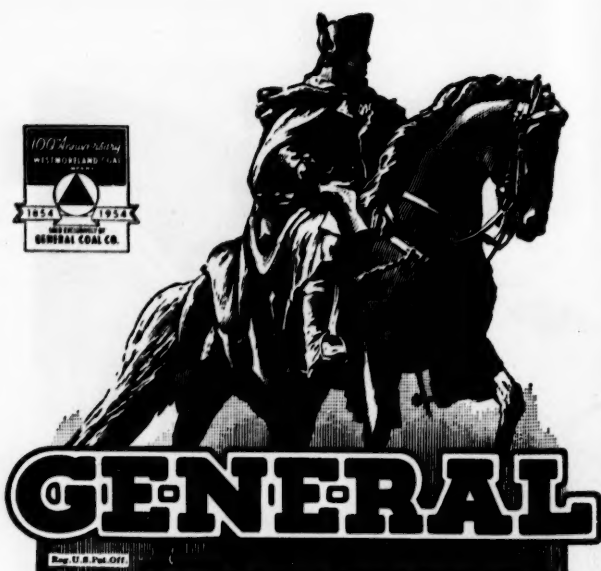
**is almost as fast  
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## LITTLE GRAINS OF SAND

(Continued from page 20)

**Old Age Pensions.** Many controversial issues have been raised by the Administration's social security program. But few of them call more insistently for an answer than to what extent insured workers and their employers can justifiably be taxed to increase benefits to the retired who have had above average earnings, and how far it is feasible, in view of probable costs, to increase benefit payments to the retired who have received average or less than average wages during the time they have contributed to the insurance fund.

It is obvious that every increase in benefits at all levels, but especially at the higher earnings levels, reduces both the incentive and ability of workers to increase their own savings or to participate in private insurance or pension programs.

**Middle of the Road.** "Almost daily comes word from some legislator, or from several of them, that this or that course of action must be taken because it would be 'political suicide' to fail to do so—as if catering to the whims, the popular notions, or the selfish interest of various elements among the voting population were statesmanship!

"How distressingly seldom, by contrast, do we read of serious discussions among these politician-legislators of the formulation of broad national policies which, soundly conceived, could be expected to serve the general public interest in the years, the decades, and even the centuries to come. How depressingly infrequent are the occasions when these groups of party members—in either party, that is—seem to be directing their attention primarily to the broad public good rather than to the business of getting votes and holding political support! And when some such task is at least ostensibly assayed, how often is the result but an echo of glib pseudo-statesman of New Deal or Fair Deal origin who neither by training nor by experience are fitted to lay out broad national plans—except on lines embodying the philosophy of other lands where the essence of traditional Americanism is unknown, not understood, misunderstood, or scorned as 'outdated'!"

\* \* \* \* \*

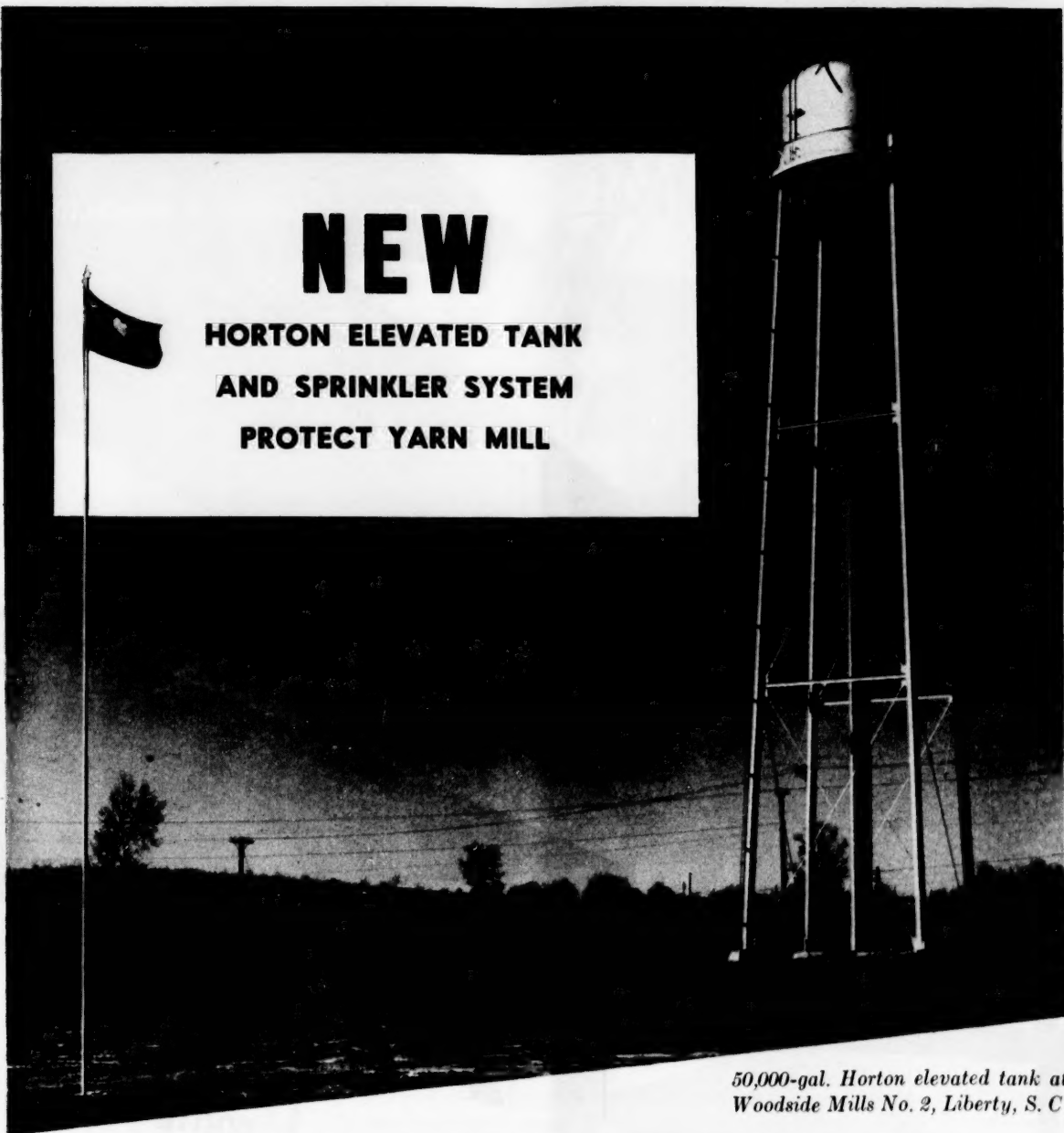
"There is still another element in the current situation which gives us some concern. It is the overworking that the concept of the 'middle of the road' is getting. One would suppose that all policies could be measured in terms of inches to the left or the right of center, and that once programs are established as about on dead center or not very far from it nothing more need be said in their defense. This has always seemed to us to be so childish as to cause us to wonder that the notion has gained such a hold upon so many intelligent people. Yet here it is. Can we not forget about 'left' and 'right'—we know of no one who has or can define the term adequately anyhow—and go to work finding out what is good for all of us over the years, and then supporting it? We must not let the 'middle of the road' soothing syrup lull us into a failure to do some such thing without delay."

*Commercial & Financial Chronicle*

MANUFACTURERS RECORD FOR

# NEW

## HORTON ELEVATED TANK AND SPRINKLER SYSTEM PROTECT YARN MILL



*50,000-gal. Horton elevated tank at  
Woodside Mills No. 2, Liberty, S. C.*

Installation of the 50,000 gallon Horton® ellipsoidal-bottom elevated tank shown above and enlargement of the automatic sprinkler system were the major steps in providing first rate fire protection for the Woodside Mills No. 2, at Liberty, South Carolina. In addition to the primary water supply provided by the Horton tank, the system is also connected to city water mains. This is the type of plant fire protection that pays off in greater security and quite often in a reduction of fire insurance rates.

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Boston 10 .....	1020—201 Devonshire St.	Los Angeles 17 .....	1517 General Petroleum Bldg.	San Francisco 4 .....	1540—200 Bush St.
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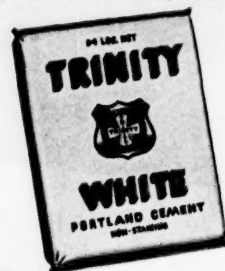
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for mass or contrast in architecture

plain or waterproofed



Trinity Division, General Portland Cement Co., 111 W. Monroe St., Chicago; Republic Bank Bldg., Dallas; 816 W. 5th St., Los Angeles; 305 Morgan St., Tampa; Volunteer Building, Chattanooga.

Industry finds many direct and indirect values in the use of Trinity White Cement for its structures. It is recommended for architectural concrete units, terrazzo floors, stucco, cement paint and special uses where beauty or light-reflection are factors. Trinity

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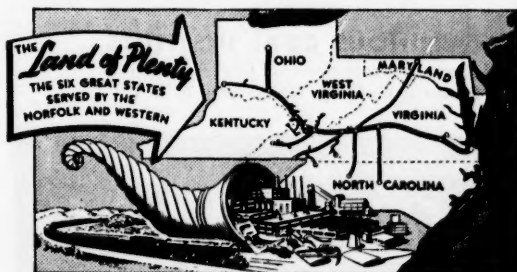
Most factories have an "assortment" of location requirements, some taking precedence over others, but all are important. The practical thing about the industrial *Land of Plenty* is that manufacturers here seldom have to sacrifice or compromise one requirement to secure another. They're all on this "industrial menu."

**YOUR TRAFFIC MANAGER** is a specialist in transportation — a major factor in plant location. Consult him when you are considering plant sites.

Let the N & W recommend Land of Plenty plant sites ideal for your business — in confidence and without obligation.

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## Norfolk and Western RAILWAY

# "How modern **Coal** equipment saves us \$9,000 a year and solves our smoke problem!"



Says Albert E. Unruh,  
Chief Engineer  
University of Detroit  
Detroit, Michigan

"Again and again over the last decade, coal burned with modern equipment has proved itself the most flexible, economical fuel for heating our school buildings. We made our first investment in modern coal equipment shortly after the last war. By 'restoking' two existing boilers, we saved \$9,000 the first year—actually \$2,500 more than we estimated. At the same time, we solved a disturbing smoke and flyash problem and provided enough steam capacity to heat additional new buildings.

"We're completely sold on coal. And when our building expansion program required us to further increase steam production, we again chose a modern coal-fired boiler. Coal has proved its ability to handle increased loads and save us dollars year after year. And modern equipment eliminates smoke nuisance."

*Additional case histories, showing how other types of plants have saved money by burning coal with modern equipment, are available upon request.*

## If you operate a steam plant, you can't afford to ignore these facts!

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**COAL** production in the U.S.A. is highly mechanized and by far the most efficient in the world.

**COAL** prices will therefore remain the most stable of all fuels.

**COAL** is the safest fuel to store and use.

**COAL** is the fuel that industry counts on more and more—for with modern combustion and handling equipment, the inherent advantages of well-prepared coal net even bigger savings.

**This is a smokestack.** This beautiful War Memorial Tower actually conceals the smokestack for the U. of Detroit's steam plant. Though it's in the very center of the campus, there's never any smoke problem, thanks to a modern coal-fired power plant.



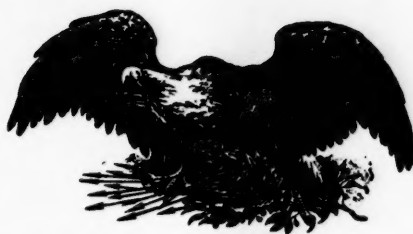
If you want to cut steam costs, it will pay you to investigate the advantages of modern coal equipment. For example, you may be able to save as much as 20% on fuel alone by replacing outdated equipment with modern stokers and boilers. Or, a small investment in modern controls and other up-to-date, fuel-conserving devices may boost efficiency of your present operation.

You can save on labor, too, by installing modern handling equipment. Modern coal-feeding and ash-removal systems can eliminate practically all hand labor.

Call in a consulting engineer. He can give advice on what equipment best fills your specific needs. And his recommendations may save you dollars year after year.

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A Department of National Coal Association  
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FOR HIGH EFFICIENCY  FOR LOW COST  
**YOU CAN COUNT ON COAL!**



*"What Enriches the South Enriches the Nation"*

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## Business By The People

The idea of getting the federal government out of business is gaining momentum. Charles E. Wilson's proposal that the government dispose of its commercial and financial enterprises which compete with private business has attracted widespread interest and approval among businessmen and in Congress.

The Committee on Government Operations of the House of Representatives which has already compiled four thick volumes that show how incredibly immense bureaucratic competition with private business has become, has declared that government should get out of business and stay out.

A bill has been introduced in Congress to curtail and control bureaucracy's infiltration of the many fields of private enterprise by creating an Anti-Government-Competition Board with appropriate powers to act.

In proposing his plan to eliminate Fabian socialism from the national political scene, Mr. Wilson has said in part: "The progress of our economy towards socialization, nationalization, or whatever name for big government and little people happens to meet your fancy, is accelerating even while the popular cry has begun to go up against it. . . . Our Government for too long a time has been . . . fostering a concept of weakness, of dependence, of laziness, and worst of all, individual selfishness. I think it is about time that the Government and the people get sold on the American system of incentives, risk competition, profit and loss before we destroy completely some of its basic strength and goodness."

Mr. Wilson proposes that the Government sell its commercial business enterprises to the people. He believes—and a great many thoughtful people agree with him—that realization of the plan would lower the national debt sufficiently to reduce annual interest payments by approximately six hundred million dollars. He believes also that the transfer of these enterprises from government ownership and operation to private ownership and management would eliminate bureaucrat inspired appropriations by as much as three billion dollars a year and would result in new tax revenues under taxpayer operation of another estimated one billion dollars annually.

The savings and new income, amounting to four billion six hundred million dollars, would go a long way toward balancing the budget, cutting taxes and eliminating the injustice of present double taxation. The practicability of Mr. Wilson's plan has already been demonstrated by the sale of the Government owned, tax subsidized Mississippi River Barge Lines, the pending sale of thirteen Government owned and operated synthetic rubber plants, and the almost completed liquidation of the Reconstruction Finance Corporation.

Adoption of the Wilson Plan and attainment of the significant objectives which it makes possible would establish a national domestic policy based upon sound economic principles, put a stop to creeping socialism and break the stranglehold that entrenched bureaucracy now has on our nation.

# Industrial Stock Averages At October 1929 Levels

Yet comparisons with 25 years ago have little validity because of great changes in our economy.

By Robert S. Byfield  
*Financial Editor*

Regardless of many other influences at work, the performance of the securities markets during the past few months is not discounting a further deterioration of the business situation. The upward movement of quotations has been so definite and so powerful that no other conclusion seems to be possible. However, with the Dow-Jones Industrial Average at 326, the Rails at 110 and the Utilities at 58, it is high time for reflection. After all, the industrials made a 1953 low of 255.49 on September 14th, the Utilities were at 47.87 last June 22nd and the Rails were at 90.56 on September 14th. The rise since these low points is one of the most striking on record.

With these observations we do not mean to imply that quotations will now level off. In fact, we are definite on one thing, that we have no means of knowing whether stocks as a group will go higher or not.

There is one lesson which might have been learned over and over again in the past twenty or thirty years, but which could have been re-learned once more by what has happened in the past year. There is no dearth of books, pamphlets and studies dealing with the question of the accuracy of predictions of stock market action. There are scores of "systems" by means of which many observers of security quotations believe they can make such predictions for the future. There is another group which places great reliance upon "charts." Still others have convinced themselves that economics is a kind of "science" like physics, astronomy or chemistry. They conduct themselves as though it were merely necessary to assemble certain facts and then base a definite conclusion upon them. We do not believe that methods of this kind are helpful and we accordingly feel that any attempt to predict the course of security prices generally is far more difficult and hazardous than the average person is aware.

Last year a professor of sociology at the University of Pennsylvania, A. H. Hobbs, wrote a book called "Social Problems and Scientism," which has apparently received very little attention. He achieved some publicity during the past few weeks inasmuch as he appeared as a witness before a Congressional investigating committee which is looking into the affairs of foundations and other philanthropic institutions. The Commit-

tee is under the chairmanship of Congressman Reece and is studying the field of education and education propaganda in United States during the past half century. In his book, Professor Hobbs states his opinion that social scientists have a dismal record in those areas where their predictions can be tested. In connection with his examination of sociology, anthropology and the other acknowledged social sciences, Professor Hobbs deals at considerable length with economics. He admits that economics is an area of social science where facts, scientific techniques and available knowledge are more easily available and more readily applicable than in other types of social sciences. Nevertheless, he brings out the important point that in economics prediction is also very difficult because those who are engaged in appraising the future must gauge human behavior. Professor Hobbs quotes many authorities at great length to show how erroneous predictions usually are. There is not sufficient space in this column to go into detail on this point other than to mention the classic example of 1945 where practically all of the leading U. S. Government economists predicted unemployment of 6 million to 8 millions by 1946. When that year ended it was found that unemployment was almost negligible.

Most of us recall many of the dire predictions of last Fall. One in particular comes to mind which was published late in October when the Dow-Jones Industrial Average was around 270, up about 15 points from the September 14th low. Its author was typical of the school of thought which felt that the major direction of the stock market had reversed itself from bull to bear and he attempted to estimate how long the forthcoming bear market would run and how low security prices would drop. In the language of sociology he was attempting to predict the pattern of human behavior during the balance of 1953 and 1954 by drawing an analogy with historic social behavior as exemplified in various bear markets of the past. So far his predictions have been 100% wrong.

Investors simply have not behaved in the last six or eight months the way they did in previous periods such as in 1930, 1937 or 1946, when quotations for common stocks were declining. On the other hand, we do not foreclose the pos-

sibility from time to time of making certain observations as to the fluctuations of common stocks either so far as individual issues are concerned or groups of issues. We have taken the position in this column during the past year that security prices had gone a long way towards discounting any recession which was likely to come in the period 1953-1954. It is true that we were attempting to predict human behavior, but there was such a clear pattern before us that we felt it was not too risky to venture our own opinion as to what was going to happen. Our principal contention was that the future had been painted too black by those people in this country and in Western Europe who for various reasons had what we referred to as a "vested interest" in a future depression. There was an overwhelming mass of information and data upon which to base such a conclusion. At times the opinions of the prophets of gloom might have been characterized as sheer propaganda and in fact was easily recognized as such.

As we have previously stated, the outlook at this time has become cloudy. The gloomy predictions of the past year have now been proven to have been incorrect. There is one line of reasoning, however, which is currently much in vogue and which we feel is invalid. We refer to the opinion that prices of industrial stocks are high because they have not been in this range for over 24 years. This reasoning is about as logical as the hackneyed cliché "what goes up must come down." Strictly speaking and historically the Dow-Jones Industrial Average is actually higher than it has been since October, 1929, but let us see what has happened to the economy of the United States since that time. Population has risen from 121,000,000 to 161,000,000, or almost one-third. Gross National Product is up from \$104 billions to \$358 billions. Personal Income has risen from \$85 billions to \$285 billions. Other pertinent items have shown a similar trend. We are in a sense a \$300 billion country today instead of a \$100 billion country twenty-five years ago. It must be admitted that investors in corporate industry, while they have made great gains, have not done as well as other segments of the population such as farmers and the employees in manufacturing industry. But even as regards corporate earnings and dividends, the showing is impressive. Corporate earnings are up from \$8.4 billions to about \$19 billions, and dividends have risen from \$5.8 billions to \$9.4 billions. There are many other items with respect to corporate industry which have undergone enormous change. According to their balance sheets, the book values of the shares of industrial companies have risen over 80%, but in view of the inflationary experience of recent years, such balance sheet values are for the most part grossly understated.

Irrespective of the above impressive facts, many investors will continue to be uneasy merely because the indices are back to where they were in October, 1929. In estimating human behavior as it influences the future prices of securities, we must bear this in mind.



# Mobile Firm Leader In Underwater Tunnel Design

Mobile, noted for its port, its pulp and chemical industries and its azaleas, can also lay claim to being the leading center for underwater tunnel designing. Six underwater tunnels for Southern cities have been designed in recent years by the Mobile engineering firm of Palmer and Baker, Inc. At the moment negotiations for the design of two more are pending.

Since only 10 such tunnels have actually been constructed in the entire United States, Mobile's distinction as a tunnel designing capital is beyond dispute.

Palmer and Baker, consulting engineers and naval architects, the firm responsible for Mobile's current eminence in the tunnel field, is one of the most unusual as well as one of the outstanding companies of its kind in the South. Organized in 1938, it is one of the few Southern engineering firms with a fully integrated staff of architects as well as engineers. In addition, it maintains a wholly owned subsidiary—Southern Laboratories, Inc., of Mobile—which offers complete laboratory service to manufacturers, contractors, government agencies and others requiring varied tests of soils, machinery and materials.

Since the firm was founded 16 years ago, it has largely operated in the Southern States and particularly in the Deep South. It has offices in New Orleans as well as Mobile, which has been headquarters from the first.

The head of the firm, Wayne F. Palmer, is an affable Kentuckian who was graduated from Dartmouth and served with the Navy (as a lieutenant) during World War I. After the war he handled outstanding engineering assignments in Springfield, Mass., New York City and Washington, D. C., specializing in the years before coming South as a financial and as an engineering consultant.

Robert R. Baker, vice president of Palmer and Baker, Inc., is an Englishman, a graduate of the University of London and an engineer of wide experience in India and Africa as well as the United States. Mr. Baker was the project engineer on the celebrated Overseas Highway from Miami to Key West.

It was a tunnel project that gave the firm its start. The tunnel in question lies under the Mobile River and was first opened in 1939. During the months in which the tunnel was building, local skepticism was rampant. Financially, the wisecracks gloomily predicted, the tunnel would be a "white elephant." There were even those who were certain that it would

never be finished, insisting that the engineering problems were insoluble.

The pessimism of this latter view probably sprang from the fact that the subaqueous tunnels of which most persons had heard—primarily those in the New York City area—were blasted through solid rock. At Mobile, as in other Deep South areas for which Palmer and Baker have since designed tunnels, rock is conspicuous by its absence.

These Deep South tunnels consist of steel-and-concrete tube or box sections which have generally been designed to be sunk into place and then linked together. Like most unfamiliar ideas, in engineering or any other field, this method struck many laymen as unfeasible and unsafe all round.

That attitude vanished long ago. Now the steel-and-concrete tube or box is saluted as the best possible—in terms of economics as well as engineering—for the areas for which the Mobile firm has been called in to design tunnels.

Financially, the Bankhead Tunnel has proved something of a gold mine for its owner, the City of Mobile. Completed at a cost of \$4,129,000, it has been used by more than 30,000,000 vehicles—at a basic charge of 25 cents each—since Feb. 10, 1939. There has not been a single traffic

collision or an injury of any kind to persons using it. In the period between Oct. 1, 1952, and Sept. 30, 1953, the tunnel showed a tidy net profit (before debt service) of \$674,042.25.

The second tunnel designed by Palmer and Baker, Inc., at Houston, Texas, unlike the Bankhead Tunnel is free of tolls. Other tunnels for which the firm has since executed designs are two at New Orleans and two at Fort Lauderdale, Fla.

The shortest of these tunnels—at New Orleans, and to be known as the Belle Chasse—is expected to cost about \$2,750,000. The other New Orleans tunnel, the Harvey, will be a more elaborate affair. Expected to cost \$4,354,000, it will be the South's four-lane under-water traffic tunnel. From portal to portal it will be 1,080 feet long, from grade point to grade point 1,894 feet long. There will be two roadways, each 22 feet wide between curbs. Two pedestrian walkways will also be provided.

A chief reason why, in some areas, tunnels are coming to be preferred to less costly bridges is that tunnels obviate all conflict between water and vehicular traffic. Where there's a tunnel, vehicular traffic doesn't have to halt in order to let water-borne traffic pass. The volume of truck and passenger car traffic being what it is today, this is more and more regarded as a compelling argument for building a tunnel instead of a bridge.

The Palmer and Baker payroll, a company executive estimates, is now in the neighborhood of \$1,000,000 a year. The staff is highly cosmopolitan, having been drawn to the South not only from all parts of the United States but from overseas as well. One of its most recent members is David F. Dabney, formerly traffic engineer with the City of New Orleans and the City of Albuquerque, New Mexico. Mr. Dabney's presence on the staff is a reflection of the firm's growing interest in vehicular traffic problems.



Modern tunnel entrance at Houston, Texas.



Recent aerial view of the Chemstrand Corporation's nylon filament yarn plant situated on a 2,000 acre tract 12 miles north of Pensacola, Florida.

## The Chemstrand Story

Near Pensacola, Florida, in what was a forest of scrub oaks and pine, a mammoth industrial plant was built by Chemstrand at a cost of \$84,000,000. Before this plant could be started, a dream and a creation from scientists occurred. The Chemstrand Corporation is the result of this original development. It is a newly organized but well-founded company. Its new acrylic fiber Acrilan made its initial consumer appearance across the country a little more than a year ago and since then its new Chemstrand nylon has made its entry on the market. The organization of a company is a complex thing and is as much a creative effort as a lengthy novel. The impact of this firm on the community will be great as it eventually plans to employ 3,500 people when its current two-plant building program is finished. Chemstrand was organized in March, 1949, as an associate company jointly owned by American Viscose Corporation and Monsanto Chemical Company to develop and manufacture synthetic textile fibers. The research for and development of new textile fibers requires an expenditure of tremendous sums of money over a long period of time, and the creative talents and arduous efforts of numerous scientists and physicists. The nucleus of a staff was formed on that date to breathe life into Chemstrand and to launch three important phases in the corporate structure: a research staff to develop fibers, a construc-

tion and engineering staff to design and erect plant facilities, and an operating staff to carry on other important functions of the company.

A team set out in June, 1950, to locate a site for the company headquarters, multi-unit research center and 30,000,000 pound-per-year Acrilan production facilities. After much investigation, the site was secured the following October, three miles west of Decatur, Alabama, on a 700-acre tract along the Tennessee River. Work progressed rapidly on both the research and construction phase of the program. Acrilan staple first went into pilot plant production in late 1950 at Marcus Hook, Pennsylvania, with the installation

of machinery having a rated capacity of 1,000,000 pounds per year. The Decatur facilities were started in early 1951. Another significant event occurred in June, 1951, that was to have a broadening effect on Chemstrand in the field of synthetic fibers. Chemstrand began the first company in the United States to be licensed by E. I. du Pont de Nemours and Company to produce nylon, the fiber that has been so much in demand since its spectacular introduction in 1939.

Once again, a field team was sent out to select a site for the Chemstrand nylon plant. This location was found 12 miles north of Pensacola, Florida, along the Escambia River. Today a 50,000,000 pound-per-year nylon yarn plant has been completed there on a 2,000-acre tract.

The original plans called for initial production in fiber spinning and later for bringing into operation the chemical intermediates facilities where all of the raw materials for Chemstrand nylon are processed. The plant comprises two basic areas, the chemical area where the intermediates are produced and the textile area where the fiber is spun, plus 30 other structures which are necessary for a project of this mammoth size. At the end of last year, December 1953, Chemstrand shipped the first nylon filament yarn from its plant in Pensacola to mills for field tests under standard commercial conditions.



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Gronemeyer  
Asst. Manager

The history of synthetic fibers is closely tied with the dreams of man. From the dawn of civilization to the late 19th century, only natural fibers—cotton, wool, linen, silk—were available to clothe mankind and to adorn his homes. In the year 1664, Robert Hooke, a prominent British physicist of his age, predicted the eventual development of fibers from chemicals—the so-called man-made and synthetic fibers; but despite sporadic attempts to fulfill the prophecy, he met with no success.

The first real progress came 220 years later when Count Hilaire de Chardonnet, of France, undertook the task of seeking a formula for man-made fibers. As is the case in many inventions, a keen observation of things around him were his greatest assets. He noted that a spaghetti machine extruded the doughy substance semolina in the form of large filaments. From this, Chardonnet reasoned that if a chemical solution of the proper composition could be forced through very fine orifices, and introduced to the proper solidifying medium, a textile fiber would result. In 1891, Chardonnet pumped an ether-alcohol solution of nitro cellulose through minute openings in a mechanism called the spinnerette to manufacture successfully the first man-made fiber. Later developments and research along these basic lines created the fiber known today as rayon.

The rayon development came to the United States in 1910 when Samuel Salvage, an enterprising importer, foresaw the possibilities of this fiber. Synthetic fibers being from relatively simple chemical materials, such as natural gas, petroleum or coke. These synthetics include Acrilan, Orlon, dynel, Dacron and nylon, the latter the best known of all.

The development of rayon and acetate fibers intensified the research into the synthetics, resulting in the introducing of nylon in 1939. Nylon made its spectacular entry into the consumer market in the form of women's hosiery, and since has gone into a diversity of textile uses as well as more recent adaptations in industry. An additional impetus was added during World War II when silk imports were cut off from Japan, then nylon became a vital military necessity. Without nylon for the fabrication of parachute canopies and shroud lines, glider tow ropes, and a thousand other military items, the war effort would have been severely handicapped. Few other products have timed their entry so advantageously into the market. It is said that the nylon development required ten years of research and an expenditure of \$70,000,000.

Chemstrand has built its entire organization from the ground up. The company's administrative headquarters at Decatur, Alabama, are adjacent to the modern manufacturing facilities where Acrilan is produced. Also at Decatur are the multi-unit research and pilot plant facilities. Some 500 persons are presently employed at these installations. The Chemstrand nylon plant near Pensacola is considerably larger in size and number of men and women employed.

## Columbia Industrial District

The Atlantic Coast Line Railroad Company has purchased a large tract of industrial property at Columbia, S. C., which it is now developing into the Columbia Industrial District.

This property, comprising 100 acres of level, well-drained land, is located less than two miles by six-lane highway from the center of Columbia. Lead track to reach the property has recently been completed, following which work will be commenced in connection with grading of sites and provision of water and sewerage lines, storm drainage and paved streets. Electric power is already available on the property. Construction sites are available for warehousing, distribution and light manufacturing.

Full development of this property will require construction of more than two miles of railroad track, about one and one-half miles of paved streets, some two miles each of sewerage and storm drainage lines, and about two miles of water mains. The property will be graded to construction levels, leaving a slight slope for proper drainage, and this will involve the moving of some 300,000 cubic yards of dirt.

Columbia, S. C., is almost the exact geographic center of the State of South Carolina. Its advantages from the stand-

point of warehousing and distribution have long been recognized.

The Columbia Industrial District lies southwest of the city limits of Columbia in an area of rapid and attractive new industrial growth. The 100-acre tract on Bluff Road and Fair Ground Road. Directly behind the property, Coast Line has purchased an interest in an additional tract lying between the land now being developed and the Congaree River. Coast Line expects to maintain the entire Industrial District as a modern and attractive area where each industry can be proud of its neighbors and have no fear of a decline in property values because of location of an undesirable operation in the vicinity.

Coast Line believes that, as result of the elaborate improvements planned for this property, plus the natural and geographic advantages of the Columbia area, its expenditure of nearly a million dollars in providing this attractive industrial property will be a good investment from its own standpoint as well as that of the City of Columbia and the State of South Carolina.

Those interested in investigating details may obtain them from O. C. Rose, Industrial Agent, Atlantic Coast Line Railroad Company, Wilmington, N. C.





# Natural Inherent Advantages Lure Industry South

by Sidney Fish

*Industrial Analyst*

**T**HE advantages possessed by the South in respect to raw materials, rich markets and excellent manpower are well understood by American industrialists today. These are the key factors that have been responsible for the location of many new industries in Southern cities during the last fourteen years. They will continue to be potent aids in winning new plants for the South.

But too often, other factors of great importance are not well understood, and the South should do its best to make known the advantages which it holds in these areas, too.

For example, the strength of many Southern locations with respect to water supply is not being fully exploited. A good supply of water is one of the most important factors connected with the location of chemical, steel and other process industries.

The South also has great drawing cards in so-called intangibles in the positive, helpful attitude of its communities towards new industries. Each year, it becomes stronger in the many services that large industries require—banking facilities, research laboratories, technical schools, etc. Its agriculture, through diversification, is moving ahead so rapidly that its requirements for consumer products, farm equipment, insecticides and fertilizer are mounting year by year, forcing industry to locate plants where they can best serve this market. And greater security from enemy attack, in this day of the hydrogen bomb, is giving many Southern locations an important edge over the over-industrialized areas of the North. In short, the South has a good all-round story to tell.

The South has been abundantly supplied with water by nature. Just as her climate has reduced living costs and manufacturing costs, by making the heating problem of less importance, so has the generous supply of water enabled Southern industries to produce more efficiently.

Today, with water shortages growing more critical in many parts of the country, the South is blessed with good water resources.

One clue to the seriousness of the water situation in some parts of the country is the bitter fight being waged between Western states over rights to cer-

tain watersheds, and water from rivers which are common to two or more states. The water table has dropped alarmingly in some areas in recent years, owing to prolonged drought. Even where water apparently is currently plentiful, management is taking a long look ahead before locating a new plant, to make sure that the water trend is favorable, for in some areas, formerly considered without a water problem, the supply has suddenly run short.

The South is well endowed with excellent water supplies, by and large. Statistics show that the annual average rainfall for the fourteen state area runs from about 31 inches in Texas to 55 inches in Louisiana and in some sections, 70 to 100 inches. This compares with a national average of 30 inches. In West Texas, rainfall runs only about 8 inches a year, but this is offset by better than average rainfall in other parts of the state. West Texas has enjoyed good rains this year.

The great coastal plain, which extends along the Atlantic coast from Cape Cod to Florida, and then along the Gulf Coast to Texas, is a water-rich area surpassing all other sections of the country, with rainfall in some localities running as high as 100 inches a year. This plain is well supplied not only with surface water but with ground water, for under it is a shelf of sand, clay, and limestone, known as aquifers. In Florida, for example, the limestones are the source of nearly seventy springs, with a daily flow of several billion gallons.

An indication that industry is already making good use of the South's water reserves is provided by the fact that nearly one-fourth of the industrial consumption of water in the United States is located in the South. The big chemical process industries are great users of water. In some cases, artesian pressures have been lowered by the big usage, but in general the situation has been stabilized.

To conserve water supplies, and to guard against pollution some southern states have wisely set up authorities to require sound practices regarding water resources.

Large undeveloped water reserves remain in all parts of the South, and these are certain to attract industry in the

future. The existence of State boards designed to watch the water situation is the best assurance to industry that the South's precious water reserves will be used wisely and well.

In some cases, the question of adequate water supply is tied to power. Fortunately, the South is well endowed not only with good water power, but with alternate sources of power—coal, natural gas, lignite, etc. In one case, the location in the South of a large atomic energy plant was the result of plentiful supplies of low cost coal, which was needed for generating the requisite electric power. The new titanium industry is locating big plants in Tennessee, largely because of the favorable power situation. Fuel and power determined the location of the bulk of the nation's aluminum capacity in the South.

Other big advantages of the South which are not well enough known in the nation are those realized through the new trends in agriculture. The southern farmer has enjoyed 15 years of increasing prosperity, because he has shifted over from one-crop cotton or tobacco farms, to meat, poultry and dairy products, with pastures. The South has great advantages in grass crops, which are the cheapest feed for animals, for it has good rainfall throughout the year, and a growing season that is longer than in other parts of the country, owing to the mildness of the Winters. Hence, Southerners are becoming great cattle raisers, to supply Southern consumers.

The arrival of new industries, with high payrolls, is speeding up this trend, by providing the Southern farmer with the nearby market that he has needed for balanced agriculture. The farmer, on his part has become a big user of industrial products. Last year, purchases of automobiles and appliances in the South again showed a larger gain than in other sections of the country.

Farm progress is resulting in new plants coming to the South almost daily. For example, fertilizer plants are springing up all over the South, to take care of the requirements of Southern farmers. Owing to high freight costs in relation to the low price of fertilizer—only 2 or 3 cents a pound, the fertilizer industry is compelled to decentralize, so that it has a short haul to its customers in different parts of the country.

The growth of industry in the South has been so striking, that too often it is overlooked that such growth is balanced by agricultures' gains.

The services offered by the South to new industries are making steady strides forward. The growth of electronic industries in North Carolina and Georgia, the rise of the chemical industries in Texas, Louisiana, Kentucky and Alabama, has stimulated the growth of laboratories, and of universities which train engineers. Independent laboratories as well as those identified with the universities, are teaming up with Southern industry on specific research and development projects. Secondary schools are showing rapid gains, with large sums being invested in new facilities each year.



Backing the growth of industry in the South today is a strengthened and enlarged banking structure, which can finance the increased needs of manufacturers and businessmen. At one time, the South was largely dependent on other areas for financing, but that is no longer true today. Along with the growth of banks, investment banking has been making rapid strides in the South. There were 265 Southern firms holding membership in the Investment Bankers Association in 1952 nearly four times as many as in 1932.

The resources of Southern banks have been climbing rapidly. Capital, deposits and total assets have virtually doubled in the last ten years. As against 14,722 banks in the fourteen southern states in 1942, there were 14,596 in 1952. Total capital in 1952 was \$15.4 billion as against \$8.6 billion in 1942; total deposits were \$196 billion as against \$100.2 billion in 1942, and total assets were \$214.8 billion as compared with \$109.5 million in 1942. In states such as Kentucky, Georgia, Louisiana and Texas, the gain over the ten year period has been far more than 100 per cent. In Texas, for example, total bank assets have increased from \$3.1 billion to \$9.2 billion over the ten year period.

The soundness of the banking structure has not only encouraged thrift, but it has helped to develop the instalment loan business, and aided agriculture and industry in financing new growth.

Life insurance has grown more rapidly in the South than in other sections during the last ten years.

Since 1945, ownership of life insurance policies has increased in the South from \$30 billion to \$63 billion. The South showed an increase of 103 per cent, as compared with a gain of 82 per cent for the rest of the country.

The biggest increase in the number of life insurance companies has taken place in the South. The number of Southern companies writing life insurance today is over 400, or nearly three-fifths of the total number in the United States. Twenty-five years ago, there were not 400 life insurance companies in the entire country. In 1952, it is estimated that death benefit payments in the South totaled at least \$400 million, while payments to living policyholders equalled that amount. In the last seven years, it is estimated that life insurance companies have invested over \$5 billion in Southern ventures and securities, bringing the total to well over \$15 billion, or about one-fourth of their entire investments.

A large part of these insurance company investments have been in public utilities in the South. At the beginning of 1952, about \$3 billion of insurance money was invested in utilities, as compared with only \$1.1 million thus invested in 1945. In addition, about \$2.7 billion was invested in industry and business, a six-fold gain since 1945. Thus Southern savings, placed in banks and insurance companies, are financing the growth of Southern industries.

The biggest intangible aiding the growth of Southern industry is the eagerness of communities to recruit new em-

ployers. Almost unanimously, industrialists looking for sites for new plants report that the warmest welcomes are being extended to them by groups soliciting plants for Southern cities. This is an important factor, for often the unfavorable attitude of a community can outweigh such obvious advantages as nearness to markets, plentiful raw materials, or good transportation.

The community that is enthusiastic over getting a new employer will not try to levy excessive taxes. It will try to provide good recreational facilities, good schools and churches.

This does not mean necessarily that the friendly community will waive taxes, or provide plants on a low cost basis, although that occasionally is done. But it does mean that the plant will not be asked to assume an unfair share of the burden of paying for local improvements and services.

Manufacturers who have located recently in the South report that the eagerness of Southern communities to get new manufacturing plants has been reflected in a wholesome attitude on the part of the work force. The employers are usually glad of the opportunity to work in the new plant, and they reflect this spirit in their efficiency. Bickering between management and workers does not thrive in such a climate. Morale is high.

In many highly industrialized cities in other parts of the country, the new employer is not always welcome. This attitude tends to drive new employers away. Residential areas do not want him, and the other manufacturers do not want to share the labor market with him. Labor unions engage in jurisdictional strife when a new employer appears.

In instance after instance, manufacturers report that the warm welcome ex-

tended by a Southern community has been the factor that has tipped the balance in favor of that community. The company has a feeling of well being. It feels sure he will succeed in such a location.

The South is fortunate that there are many intangibles that are working in its favor when industrialists make their choice of plant sites. The three Ms—markets, manpower and materials,—are still the most important items. But there are other factors of major importance—community attitudes, local services, universities and technical facilities, water supply, and a balanced farm-industry economy.

## **\$7 Million Ore Project Near Bessemer City, N. C.**

The Lithium Corporation of America, Inc., is establishing a huge \$7 million project, K. M. Leute, president of the firm, announced recently.

The president of the Minneapolis, Minn., corporation also announced that 2,000 acres of land has been purchased in Gaston, Lincoln and Cleveland counties. This land is estimated to constitute the largest single reserve of Lithium ore in the world. In addition a 340-acre site for a large refining plant has been bought.

The unprecedented demand for certain chemicals and the more careful analysis of the mineral values in Gaston is very greatly stimulating the mining potential, B. T. Dickson, Executive Secretary of the Gastonia Chamber of Commerce stated. This is the second company to undertake the extraction of lithium in the area, the other being the Foote Mining Co. at Kings Mountain, N. C.



**"Dad, I've got a date tonight.  
May I use your wallet?"**

# Davison Chemical's New Plant

## In Production At Bartow, Florida

Production of triple superphosphate has been started recently in the \$10,400,000 plant erected by The Davison Chemical Corporation on a 45-acre site near its phosphate rock mining properties in Bartow, Florida, and will be as soon as possible stepped up to the plant's 200,000 tons a year rated capacity.

Triple superphosphate, a concentrated form of superphosphate used as a plant food, to supply the essential element phosphorus, is one of the most rapidly expanding agricultural chemicals, because of both economic and agronomic considerations. The plant will make the company the second largest producer of the chemical and will be an important addition to the expanding industrial economy of Florida, site of the largest known reserve of phosphate rock east of the Mississippi River.

Davison's production will be added to a current industry output of approximately 1,000,000 tons annually, of which nearly 80 per cent is produced in Florida. By the end of this year total demand is expected to reach 1,600,000 tons, based on forecasts by the United States Department of Agriculture.

Consolidated Engineering Corporation of Baltimore were the construction contractors for the triple superphosphate plant, with the Door Co., Stamford, Conn., as architect-engineers.

Operation is under Davison's Florida Phosphate Division, Dr. Allen T. Cole,

manager. Sales are handled through the company's Heavy Chemicals Department at Baltimore, William Caspari, Jr., general sales manager.

Triple superphosphate manufacture involves large quantities of sulfuric acid, and a plant at the site, designed by Monsanto Chemical Company, has a rated capacity of 550 tons of 100 per cent acid a day, making it the largest contact process unit in operation, according to Monsanto. Heat developed in this process is used to power much of the equipment of the triple plant.

The plant will operate continuously, 21 shifts a week, employing 200 with an annual payroll of about \$800,000. In the process phosphate rock, mined by Davison, is transferred to the triple plant by hopper-bottomed rail cars and there elevated to and stored in three silos, each 30 feet in diameter by 47 feet high and holding 1100 net tons. Some 325,000 net tons a year of rock are required for the rated output of the plant.

Davison was influenced to enter triple superphosphate production by the strong trend of the past decade toward increased use of concentrated superphosphate. More

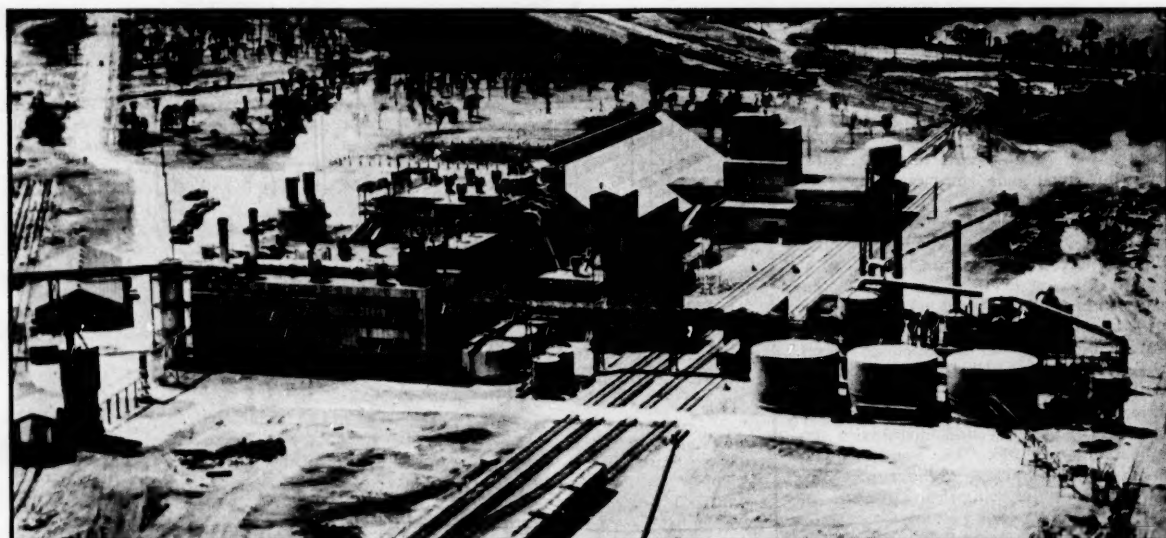
of this chemical is demanded both for direct application to the soil and in the manufacture of mixed fertilizers of higher plant nutrient content. In 1930, the total production of triple super in the United States amounted to about 100,000 short tons produced in five plants; in 1951-52, to a grand total of 765,358 tons produced in nine plants. In the meantime, the rate of production of ordinary superphosphate also rose to high levels, but not at the same accelerated rate shown by the triple: 3,756,000 tons in 1930; 9,595,255 tons in 1951-52.

For areas located at long distances from the source of production, triple has the advantage. During the decade 1939-49, the consuming areas showing the highest rate of increase in superphosphate use were the West and East North Central States, and the West South Central States, areas in which local superphosphate manufacturing facilities were insufficient and required in-shipments of phosphate. Triple was the preferred type and was strongly recommended by the local experiment stations. At the same time, these areas demanded a higher concentration in the complete fertilizer mixtures.

In the period 1939-50 transportation costs accounted for 10 to 14 per cent of the value of the finished fertilizer at its destination. In addition to this, there is the transportation cost paid on the raw materials delivered to the plants which, in the case of phosphate rock, at present amounts on an average to 35 to 50 per cent of the value of the rock at its destination.

The trend in the concentration of total nutrients in fertilizer mixtures can be illustrated by these facts: in 1900 the average plant food content of all mixed fertilizers supplied in this country was 13.9 per cent; in 1952 it was 22.5 per cent; and the best informed believe that by 1975 the average content will be about 28 to 30 per cent. This trend definitely calls for an increased use of triple super.

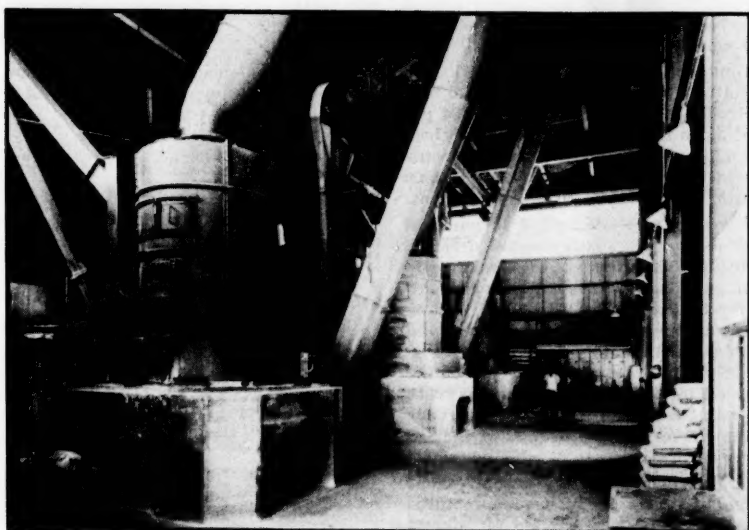
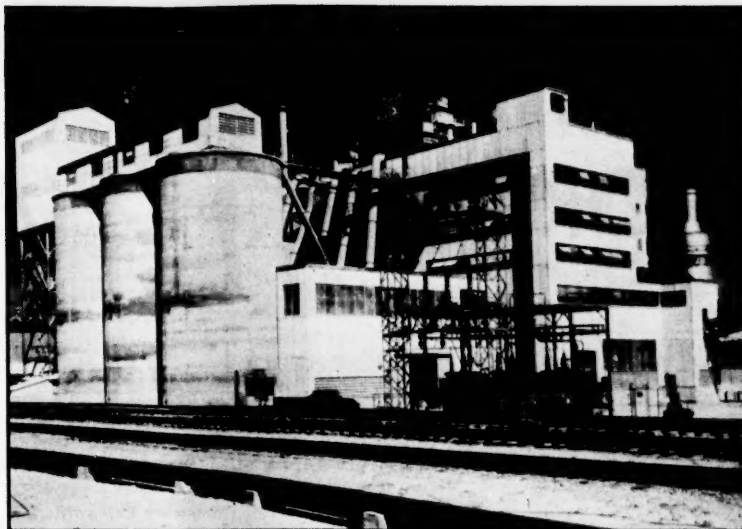
**Davison Chemical Corporation  
Is Now  
Davison Chemical Company,  
Division of  
W. R. Grace & Co.**



The Davison Chemical Corporation's new \$10,400,000 plant near Bartow, Florida, to manufacture triple superphosphate at the rate of 200,000 tons yearly.

### **It All Starts Here . . .**

Phosphate rock mined by Davison, is transferred by hopper-bottom rail cars, elevated and stored in three silos, each 30 feet in diameter by 47 feet high and holding 1100 net tons.

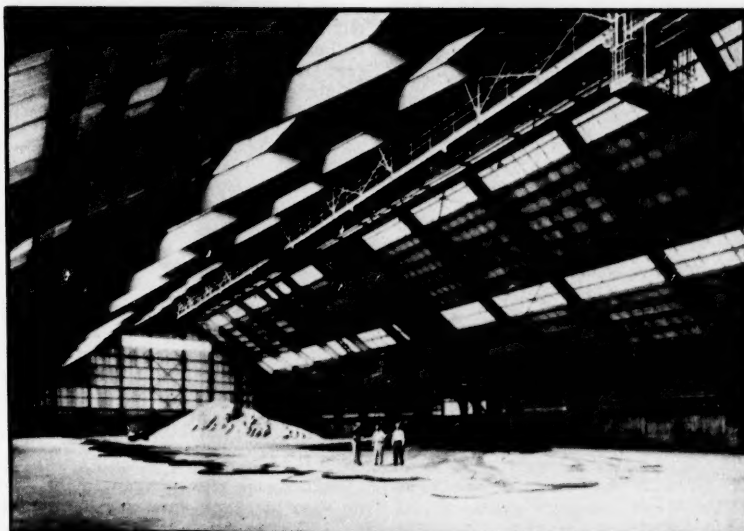


### **Then Goes Here . . .**

The rock is transferred to a grinding system, consisting of three 66-inch roller mills in closed circuit with "whizzer" separators.

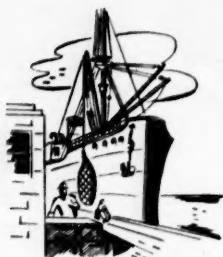
### **And It Comes Out Here**

After several other processes, dried triple phosphate is conveyed into the storage building, 325 feet long by 150 feet wide, with a capacity of 35,000 tons. It undergoes a brief final curing before being shipped out.





# PORT



# ACTIVITY

## ALABAMA

### Mobile

**Consistent Foreign Trade Gains**—The Port of Mobile, with its \$35,000,000 shipping facilities at Alabama State Docks, has been cited as the only port in the South Atlantic Region which has shown consistent gains in foreign trade during the past four years.

This information was made public by John S. Correll, business specialist, foreign trade, Atlanta Field Office, U. S. Dept. of Commerce, during a recent conference with Mobile Chamber of Commerce and foreign trade officials.

Some 1662.8 million pounds of foreign cargo were exported through the Port of Mobile during the January-October, 1953 period and during that same time 6533 million pounds were imported through Mobile from foreign countries.

Dollar-wise the Department of Commerce figures show that 79 million dollars worth of cargo for foreign destinations was exported through the Mobile Customs District in 1953 and 79.7 million dollars worth of foreign goods were imported through this district.

Jerry P. Turner, Alabama State Docks manager, said that "there is no question but the figures will continue to rise. Thus far this year business has been good at the docks and the indications are that it will continue."

Correll attributed Mobile's increases in foreign trade to the increased diversity of cargo handled through here; the frequency of sailings; trade with more countries, the fine service offered by steamship lines and the foreign departments of Mobile's banks and the work of Mobile port representatives and the port authority.

**South Africa Exhibit**—The Port of Mobile will participate in the Centenary Celebrations of Durban, South Africa, with an exhibit of the \$35,000,000 facilities offered at Alabama State Docks.

The exhibit will consist of a scale model of the docks and a number of photographs of this great Gulf Coast shipping center which is among the ten top-ranking ports in the United States.

Sponsored by the Alabama State Docks and the World Trade Committee of the Mobile Chamber of Commerce, the docks

exhibit will be featured June 7-17 in the "Hall of Harbours" which will offer displays from other ports throughout the world.

The overall Centenary Celebrations in Durban, the third largest city in South Africa, will be held from May 15 through August 15 and has been described as "Durban's great birthday party to which the world is cordially invited."

**Tonnage Up**—Alabama State Docks and Terminals handled a total of 534,310 tons of traffic in February. This was 104 per cent more than was handled last February but was 14 per cent less than the record amount handled in the previous month.

Inbound traffic decreased 19 per cent from January but still accounted for 85 per cent (456,511 tons) of the total monthly shipments. Products of mines accounted for 93 per cent of the total inbound traffic as the products of agriculture and forests and manufactures and miscellaneous products rose to 7 per cent of the inbound total. The 124 per cent increase in products of mines over last February accounted for the major part of the 129 per cent increase in total inbound traffic.

As all other commodity groups except animal products declined, manufactures and miscellaneous accounted for almost the entire increase of 26 per cent in total outbound traffic over the February 1953 figure. The manufactures and miscellaneous group comprised 61 per cent of the outbound total as compared with 57 per cent last February. All of the commodity groups except animal products recorded an increase as total outbound traffic increased 34 per cent over January.

## FLORIDA

### Jacksonville

**St. Johns River Handles Record Ship**—Largest carrier in the Navy, and largest ship ever to enter the St. Johns River, the 60,000-ton USS Coral Sea (CBV-43) secured its mooring lines to the Navy carrier basin pier at Mayport recently to take aboard a carrier air group for training in the Caribbean Sea.

Coming soon after announcement that the Navy plans still further expansion of the air bases around Jacksonville, the

Coral Sea's arrival heralded the fact that this has become the new Hampton Roads of the air-minded Navy.

The new era in Jacksonville naval activities had begun October 31, 1952 when the first mooring line from the attack carrier USS Tarawa was secured to the new carrier pier at Mayport carrier berthing basin.

Never before in the decade or more of the Navy's existence here had it been possible for a heavy carrier to tie up to a dock at Mayport—which is located just inside the St. Johns River jetties. Previously, carriers had anchored at sea off the jetties.

With the completion of the 600 foot carrier pier and dredging of the 42-foot channel and basin, Mayport Auxiliary Landing Field became the only area south of Norfolk with facilities for berthing heavy carriers.

Since the Tarawa first tied up, an even dozen of the greatest aircraft carriers in the U. S. Navy have used the berthing facilities. The USS Lake Champlain makes its home at Mayport, and the Navy plans to station a second carrier there soon.

Use of the carrier berthing basin has facilitated tremendously the problem of loading aircraft and personnel of Fleet Air Jacksonville squadrons and equipment aboard fleet carriers.

It is now possible for aircraft flown from NAS Jacksonville and NAS Cecil Field to Mayport to be hoisted directly aboard the ships right from the dock.

Through the years from 1939, when the Chief of Naval Operations approved the Mayport site, until 1951 no actual work was done on the project. Instead, Mayport served variously as a section base for small craft, land plane practice site, Coast Guard station and "bounce field" for pilots from NAS Jacksonville.

In developing the basin to accommodate large carriers of great draft it was necessary to increase the depth to 42 feet. The area around the 600 foot steel pier where the carriers dock had to be dredged to 44 feet.

To permit the carriers to turn around and head back to sea, the basin had to be built to a size of 3,000 feet long and 2,000 feet wide.

Pier accommodations also provide for four or five destroyers in addition to the carriers. Smaller auxiliary ships may anchor in the basin.



An 8,000-foot runway for use by jet aircraft was constructed. Three existing 4,000-foot runways were retained.

Plans for additional expansion call for the construction of another carrier berthing pier and an escort pier for smaller ships.

## LOUISIANA

### New Orleans

**New Steel Products Plant to Locate on Canal**—Southwest Steel Products Co., a recently acquired subsidiary of Armco Steel Corporation, and the Board of Commissioners of the Port of New Orleans have reached agreement on terms for Southwest to lease 28 acres of State land along the west side of the Industrial Canal.

The lease, which became effective recently, will clear the way for immediate construction of a plant employing approximately 150 persons. Initial cost of the plant will be \$600,000.

This was jointly announced recently by Russell L. Jolley, president of Southwest, which has plants in Houston, Texas, and W. B. Fox, president of the Port Commission. The land to be leased is on the south side of Slip No. 3.

"Southwest is moving into the New Orleans area in a substantial way," Jolley continued, "to better serve the needs of this area." The plant will fabricate chiefly reinforcing bars, bar joists, long span joists, roof deck, and steel forms used in construction.

The new plant, which will be supplied almost entirely by barge, will permit improved service and fabrication of rolled steel products from Sheffield Steel Corporation, another Armco subsidiary, and Armco's plants.

Sheffield has plants in Houston and in Kansas City, Mo., while Armco's steel producing plants are at Middletown, Ohio, Butler, Pa., and Ashland, Ky.

"All of the material for the new plant will be brought to New Orleans by water, bringing increased barge trade to New Orleans from the mid-continent area," Mr. Fox stated.

"The Port is happy to welcome Southwest to its industrial family along the Industrial Canal," Fox stated on behalf of the Port Commission. "Armco Steel Corp. and Sheffield are not strangers to us, however. We have handled export shipments for them through the port many times and we are happy now to welcome their plant here."

**Barge Traffic Doubled at Grain Elevator**—Barge traffic at the Public Grain Elevator for the first three months of this year was more than double that for the same period of 1953, it was announced by E. H. Lockenberg, general manager of the Port of New Orleans. Shipments by barge for January, February and March of 1954 totaled 12,969,731 bushels as opposed to 6,192,830 for 1953, Lockenberg stated. Grain receipts included wheat, corn and soybeans. Wheat received during this time was five times that of last year, corn nearly double and soybean receipts more than quadrupled.

Soybean receipts are most significant, Lockenberg said, as we are already the number one exporter of this product, handling between 47 and 53 per cent of the total U. S. soybean exports for the past two years.

This rise is "due partly to an increase in our capacity to unload barges now that our new marine leg is in operation," it was stated by Dunkin Kelte, superintendent at the elevator.

Barges unloaded at the elevator during the three-month period of 1954 were 323 as opposed to 141 for the same period in 1953, while railroad car unloadings were down somewhat from 6288 to 4220. It is interesting to note, Lockenberg said, that while railroad shipments during 1953 exceeded barge receipts by approximately 5 million bushels, it was just the opposite in 1954. During the period in 1953 barge receipts were 6,192,830 bushels as opposed to 11,411,803 received by rail. In 1954 the percentage was reversed with barge unloadings reaching 12,969,731 while rail receipts were only 7,506,381. Total grain receipts for the period in 1954 were 20,476,112 bushels, three million better than 1953 with 17,604,633.

January was the record month with 132 barges unloaded, almost as many as for the total three month period in 1953. Total receipts were 5,250,304 bushels.

**New Wharves in Service**—The Port of New Orleans' newest and largest wharves, rapidly nearing completion, are already in service in the bustling port's operations, J. J. Carty, Gulf Coast manager of Isthmian Steamship Company, disclosed recently.

Mr. Carthy said the final details such as lighting and improvements of the road leading to the new wharves had been completed. Isthmian has already moved its dock force into the newly constructed offices at the wharves.

The big addition to the New Orleans port facilities, authorized and built by the Board of Commissioners, is 1000 feet long and 248 feet wide, located at the end of Napoleon Avenue and adjacent to the Public Commodity Warehouse. Wharf spaces in the harbor characteristically are 500 feet long. The new Isthmian-operated wharves are known as Public Commodity Warehouse Wharves 7 and 8.

An important feature of the wharves is facilities for loading and unloading direct from railroad car or truck to ship and from ship to dockside carrier. Direct loading greatly expedites movement of cargo by eliminating the unloading of heavy packages from ship onto wharf, then reloading on rail car and vice versa.

The 1000-foot span will accommodate two ships at a time. Besides being served by both rail and truck, its location provides a short, less expensive haul from dock to warehouse.

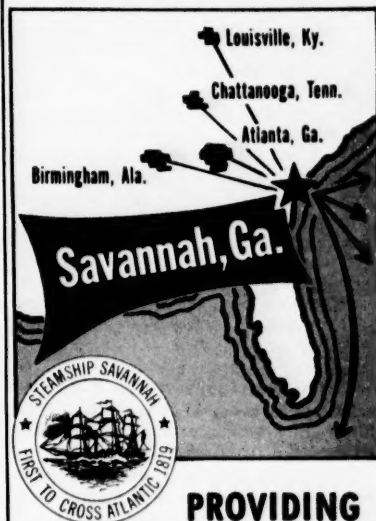
## MARYLAND

### Baltimore

**Leads In Iron Imports**—Seaports on the east coast of the United States and on the Gulf of Mexico are expanding and

(Continued on page 38)

# NEW SAVANNAH STATE DOCKS



**PROVIDING  
FASTER HANDLING  
LOWER COST  
INDUSTRIAL SITES**



Fully-equipped for economical, fast, safe handling of imports and exports, the Savannah State Docks have many advantages. Included are the latest cargo handling devices, shipside railroad trackage, modern fumigating plant, unobstructed transit sheds with excellent truck-loading facilities. First-class industrial tracts adjoin the docks, which are served by five railroads and 26 truck lines.

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233 Broadway

# PORT ACTIVITY

(Continued from page 37)

improving their iron ore handling facilities to accommodate the steadily increasing flow of imports, American Iron and Steel Institute said today. At the same time, iron ore ports on the Great Lakes have programs under way to make their facilities more efficient. Record tonnages of iron ore were received both at sea and lake ports during 1953.

The largest point of entry for imported iron ore is Maryland, centered around the Port of Baltimore. Government and local reports show that about 7.6 million tons of foreign ore was received there in 1953, a record high. The Delaware River ports, including Philadelphia and Morrisville, received a record 1.2 million tons of imported ore in 1953, according to the Port Authority. Mobile, Alabama, which received nearly 900,000 tons of foreign ore last year, expects to handle about 3,000,000 tons per annum in the near future, the Alabama State Docks Board estimates. New ore docks have been built and put into operation at Baltimore and South Philadelphia, and at Mobile ore handling capacity has been increased, by about 40 per cent as the result of an expansion program, a port official states.

More than a dozen salt water ports received imported iron ore during 1953, but Baltimore, Philadelphia and Mobile accounted for about 80 per cent of the total.

About 106.2 million tons of ore was shipped by ore vessel from the Lake Superior Region during 1953, a record, according to the Lake Carriers' Association.

## NORTH CAROLINA

### Wilmington

**Foreign Trade Imports Promoted** — A new opportunity for North Carolina's agriculture and its state ports to work together closer developed recently in the formation of the Allied Trading Corporation, under sponsorship of the State Farm Bureau.

Principal purpose of the corporation is simple—promotion of importation of foreign goods in exchange for North Carolina farm commodities.

The president, Carl T. Hicks, of Walstonburg, said the company would act as an agent, or commercial broker, for foreign manufacturers who desire to exchange goods for farm commodities in the United States.

Among those greeting creation of the new trade agency are J. B. Hutson, of Washington, president of Tobacco Associates, and Raymond Ogg, American Farm Bureau director of international affairs. Mr. Hutson terms the new corporation a necessary step to supplement the work now being carried on by his group. Mr. Ogg said the move was the first undertaking in the nation by farm-

ers interested in the future of foreign trade.

Fortunately, Messrs. Hutson and Ogg are both members of the U. S. Trade Mission to Europe and will leave this week to take up their assignments. Thus they soon can explain to our friends overseas what North Carolina's farmers are planning to do in behalf of more trade.

It will be natural for both gentlemen to mention the ports of Wilmington and Moorehead City. Already these ports have become well known for exportation of Carolina flue cured tobacco. But the potentialities for handling imports from Europe hardly have been scratched.

The Allied Trading corporation and the State Ports Authority have the same aim: Greater foreign trade for North Carolina. They can begin working together for realization of this goal immediately, not only in North Carolina but Washington.

Achievement of victory for more liberal tariffs would put the Allied Trading corporation "on the road" in its effort to help North Carolina farmers sell more of their millions of dollars worth of tobacco and other products to Europe.

## SOUTH CAROLINA

### Charleston

**First Foreign Wool Imports Arrive**—The arrival of the first shipment of foreign wool from South Africa aboard the Robin Line freighter, Robin Kirk, recently, marks another milestone in the growth of the Port of Charleston.

The shipment is the start of raw wool imports to supply the new \$3 million wool combing and scouring plant being built by Nichols & Co., of Boston, leading concern in wool processing, at Johnsonville, S. C.

Discharged at the South Carolina State Ports Authority's North Charleston terminals, the wool was placed in U. S. bonded storage to await completion of the plant and start of operations in July. Regular arrivals of wool from Australia, New Zealand, and South America as well as South Africa, are slated for the plant.

The unloading of this brand new, long-sought and important cargo was witnessed by Arthur O. Wellman, president of Nichols & Co., and of Nichols' new South Carolina subsidiary, the Wellman Combing Co., L. W. Bishop, director of the State Development Board, through whom negotiations for the new plant were conducted, and Cotesworth P. Means, chairman of the State Ports Authority, which has long worked to make Charleston a port of entry for wool, along with other officials and shipping representatives.

The Robin Line and Palmetto Shipping Co., Charleston agents for the line, were joint hosts at a party aboard the Robin Kirk to celebrate.

Roger Milliken, president of Deering Milliken Co., one of the country's largest

textile firms, and a guest at the unloading, said that the Johnsonville plant undoubtedly is the "trigger" which will launch an industry-wide movement of woolen plants South.

The French firm of Amadee Prouvost & Co., one of the world's largest wool processing companies, has already announced it will also build a combing and scouring plant at a location within 50 miles of Charleston.

Historically, the wool industry has centered in New England with Boston as the main port of entry.

## TEXAS

### Corpus Christi

**Grain Elevator Opens** — The Port of Corpus Christi's terminal grain elevator, built by the Nueces County Navigation District at a cost of \$4,390,000, was officially dedicated with the Hon. Allan Shivers, Governor of Texas, the principal speaker at the memorable occasion.

Here for the ceremonies were representatives of the grain trade of the South and mid-west, all of whom praised the new facility as one of the most modern on the country's tidal waters.

"Opening of the new grain elevator," said Governor Shivers, "will enable the Port to surpass its previous high record figures, and will save many thousands of dollars in transportation costs to farmers because the distance between South Texas grain fields and the nearest terminal point has been shortened."

The Texas governor commended Navigation District officials for building the new facility with local funds, "evidence," he said, "of what communities with foresight, planning and teamwork can do to help themselves."

**Growth Year**—1953 was a year of continuing growth for the Port of Corpus Christi.

The local waterway's three divisions handled 25,801,645 tons of cargo, a substantial increase over the previous year's figure of 25,634,898 tons. The waterway's main division at Corpus Christi registered a 6 per cent gain over the previous year, while Harbor Island and Ingleside, engaged exclusively in transporting petroleum products, showed some decline because of fluctuating production schedules in oil fields supplying crude oil to terminals located in the Port area.

The Port's channel extension to the North Shore of Corpus Christi Bay, which went into use in the spring of 1953, made a substantial contribution to the waterway's over-all business, Navigation District records showing that 499,411 tons of deep sea commerce moved through the seven-mile segment.

Ship sailings for all divisions totaled 2,236—an average of six plus per day.

Although figures covering 1953 business at other Texas ports are not available at this time, it is apparent that

## PORT ACTIVITY

Corpus Christi retained its position as the second port in tonnage on the Gulf Coast.

One of last year's most significant developments in Port commerce was the fine increase in dry cargo business. Dry cargo imports showed a gain of 147,981 tons over the previous year, while exports increased 54,742 tons over the year before. General export shipments to foreign countries amounted to 619,829 tons for the year. The balance of the gain was outbound coastwise traffic consisting of bulk petroleum products.

Barge shipments through the Intracoastal Canal, which gives the Port of Corpus Christi and its outlying divisions a direct connection with the far-reaching Mississippi Valley inland waterway system, continued at an accelerated pace.

### Houston

**Record First Quarter**—Imports through the Port of Houston reached an all-time high for a first quarter of the year, according to a report released recently by the Houston Navigation District.

Imports from January through March amounted to 554,212 tons, a 25 per cent increase over the 444,128 tons handled in the corresponding period in 1953.

Total tonnage for the first quarter showed a slight decline, a trend reported at other major ports in the nation. A total of 10,560,129 tons moved across the Houston wharves as compared to 11,180,649 for the same period last year.

Ship movements through the port showed an increase with 1,860 vessel movements, a gain of nearly two per cent over the corresponding period in 1953.

### VIRGINIA

#### Norfolk

**Norfolk & Western to Add New Marine Leg to Grain Elevator; Capacity Expanded**—More than the golden tide of grain is being poured into the Port of Norfolk grain elevator . . . owned by the Norfolk & Western and operated by the Continental Grain Corporation.

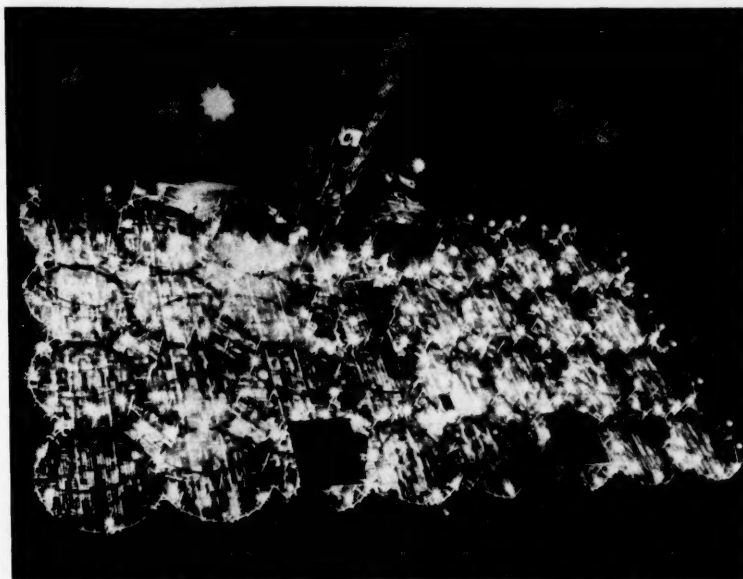
N&W is spending a million dollars to bring the bin storage capacity up to more than 2 million bushels . . . completion date: June 1.

In addition, more than \$200,000 is going into a new marine leg to speed grain from ship to elevator at the rate of 25,000 bushels per hour. Two constant-tension boat-haulage machines will shift vessels while discharging grain.

The James Stewart Corporation, doing the construction, expects to finish the job by the end of August.

The Port of Norfolk facility is the only deepwater elevator between Baltimore and Mobile. Continental Grain . . . world's largest grain-handling company . . . handled more than twice as much grain at the elevator in 1953 than was handled in 1952.

**Hampton Roads Ship Arrivals Up In**



**Million Dollar grain elevator expansion of Virginia State Ports Authority, rushed around the clock. Night scene of the pouring operation.**

**March**—Hampton Roads Maritime Association figures showed 456 Hampton Roads ship arrivals last month, topping February's 414, January's 422 and March 1953's 451.

The Norfolk Port Authority, which traces a continuing graph of general cargo sailing, reports that the 133 general cargo vessels leaving Hampton Roads in March marked a two-year high. Previous record: 127 sailings in May 1953.

United States Lines (18 scheduled sailings) and American Export Lines (8) topped the list of 61 steamship lines which furnished the sailings.

**Norfolk Port Interests Praised For March Cargo Handling**—The Port of Nor-

folk's handling of ships and cargoes diverted from New York during the recent waterfront tie-up got high praise in a front-page editorial in the current *World Trade* magazine.

Much of the credit went to the Hampton Roads Maritime Association's Emergency Port Control Committee, which set up "ground rules" in advance of the emergency.

The editorial noted that regular customers were given preference . . . diverted cargoes weren't accepted unless good handling was a surety. The Norfolk Port Authority publication said: shippers could "be assured their shipments will reach customers in time."



**View looking west on new pier at U. S. Naval Base, Norfolk.**



# R. D. Cole Manufacturing Co. Marks 100 Years of Achievement

Last month in Newnan, Georgia, the R. D. Cole Manufacturing Company celebrated 100 years of development

The firm and its remarkable business success reflect the personalities of the owners, and their influence and character have been the major factor for the growth. The companies that have existed for a full century are indeed members of a rare business aristocracy. Even more rare are those that have remained in the possession of the members of the original founding family. At the present time in this company, members of the fourth generation of the family are serving in the firm and some from the fifth and sixth generations will soon enter. The original founders were two brothers, Robert Duke Cole, Sr., and Matthew Cole. On May 7, 1854, they founded a company and Robert Duke Cole served as president from its earliest beginnings until his death in 1910. He was a man of prudent but progressive economic ideas and deep religious convictions. Mr. Cole was a devoted member of the Baptist Church during his life and not only cherished his high principles in his immediate family but also in those who worked with him. He firmly believed in the dignity of labor, and inspired ideals of high craftsmanship in his employees, ideals that have remained vital through four generations which have followed. He had no children but his brother Matthew had five sons which were brought into the enterprise as early as 1872 and for 50 years they contributed to the success and development of it.

Robert Duke Cole, Matthew's son and, known by the industry as "Mr. Duke," served as the inspiration and guiding hand of the corporation from 1910 until his death in 1942. He maintained the Cole interests at a high level of business in-

tegrity and managed the while to increase operations at all levels. In 1942, Edward Guy Cole succeeded his father as president and serves in that capacity to date.

The firm actually could lay claim to 104 years, for the original R. D. Cole Company, according to county records, was opened in 1850 and was primarily a construction company, putting up houses and plants. It also had taken the agency for one of the early steam engines. In 1854 the present company was founded and it set out to supply the building trade itself with sashes, doors and lumber. The founders had seen the beginnings of great growth in Georgia.

By the time the War Between the States had come, bringing an avalanche of problems which few had anticipated, the company was producing iron in addition to its wood products. It was still a small company but the demands were great and shortly all efforts were devoted to iron and the production of rolling stock for the Confederacy. At the end of the War, the plant was wrecked, for Newnan was occupied and had to be rebuilt. During the Spanish-American War, the company was larger and more productive and was again called on by the government. Boilers, stacks and kindred material were turned out in great quantity for war use. Again in 1917, during World War I, the defense administration turned to this Georgia firm to supply the Emergency Fleet Corporation with specified ship parts. During World War II, the Maritime Commission took 100 per cent of the plant's capacity in prefabricated parts for the Victory Ship program. These parts were shipped to all the shipbuilding yards on the Gulf and Atlantic Coasts.

The industrial growth of the South had been reflected in the changes in the prod-

ucts produced by the firm. In the early days, emphasis was placed in wood work and gradually changed into a period when machine shop and foundry produced the principal products in the days when cotton presses, saw mills, and corn mills were in demand. A logical transition from these operations to the design and construction of power boilers, water storage tanks, for domestic and industrial use and full operation of steel plate fabrication has taken place.

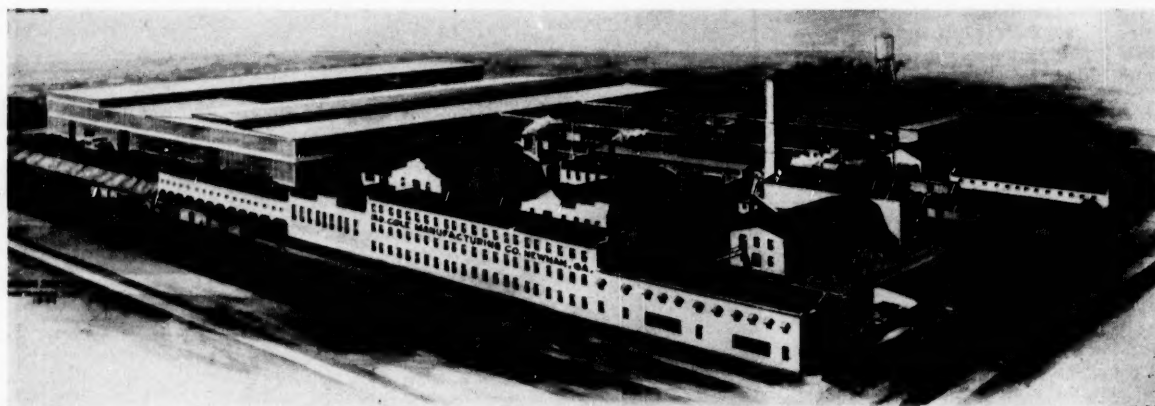
During the expansion of this program, the company, through its research department, developed an acceptable technique in the construction of Aluminum Pressure Vessels for bulk storage of chemicals and manufacturing processes, which has made a substantial contribution to that field of development in the Southeast. The rapid growth of the chemical industry today promises an even greater development along this line. This evolution has enabled the company to play a prominent part, and specialize in, the industrial expansion of the Southeast.

The Coles found time to build outside of this company. R. D. Cole, Sr., was founder and organizer of the successful Newnan Cotton Mills. The next president, Robert Duke Cole, was one of the organizers of the Manufacturers' National Bank and also the Arnco Mills of Newnan. Members of the firm have contributed to the civic life of the community and to many of the institutions that are established there.

The company literally has been a part of the unfolding story from the agrarian South to the jet aircraft, from early crude steam engines to diesels.

More than anything, including even a great sense of accomplishment, the company has pride in the continuous chain of ancestry, and the ties and influence of the founders are felt down through the years to the present. It has been this pride which has kept the company always interested in a high level of craftsmanship and which has caused it to honor greatly the past, but always to look toward the future and build on the sure foundations laid down by the founder.

It is sincerely hoped by the owners and their friends that the firm will celebrate the second hundred years in 2054.



R. D. Cole Manufacturing Company's extensive plant at Newnan, Georgia.



# SOUTHERNERS AT WORK

## Atlantic Steel Elects Gregory Assistant Secretary of Firm

Francis S. Gregory was elected assistant secretary of Atlantic Steel Company, Atlanta, at a recent meeting of the company's Board of Directors.

Mr. Gregory has been connected with Atlantic Steel Company since 1935. He entered the U. S. Navy in 1942, and was discharged in 1945 with the rank of lieutenant. He is now a lieutenant commander in the Naval Reserves. Mr. Gregory was named cashier of the company in 1947.

Born in Dalton, Georgia, he received his education in Atlanta. Mr. Gregory is a graduate of the Atlanta Division, University of Georgia with a B. C. S. degree, and is now doing post-graduate work in credit management. He is a member of the Delta Sigma Pi Fraternity.

Mr. Gregory resides with his family at 2820 North Decatur Road, Decatur, Georgia, and is a member of the First Baptist Church of Decatur.

## Columbia-Southern Elects Neubauer, Hill Directors

Joseph A. Neubauer, technical director for Columbia-Southern Chemical Corporation, and David G. Hill, vice president in charge of glass manufacture for Pittsburgh Plate Glass Company, were elected to membership on Columbia-Southern's Board of Directors recently.

Mr. Hill's election fills a vacancy created by the retirement of Emmet D. Griffin. The election of Mr. Neubauer increased Columbia-Southern's board membership from ten to eleven members.

Columbia-Southern Chemical Corporation, a wholly-owned subsidiary of Pittsburgh Plate Glass Company, is one of the nation's leading merchant producers of chlorine and is a major manufacturer of alkalies and related chemicals.

Mr. Neubauer's election provides representation on the board of directors for the firm's rapidly expanding technical operations.

A chemical engineering graduate of Case Institute of Technology in 1932, Mr. Neubauer joined Columbia-Southern during 1933 as a chemical engineer in the process department at the Barberton, Ohio, plant. Later, he served as development engineer and assistant production superintendent at Barberton.

Mr. Neubauer was in charge of chemical engineering design when the firm's large chlorine, caustic soda plant was being built at Natrium, W. Va. He was named works manager of the Natrium plant when it went into production during 1943.

He was appointed technical advisor to Columbia-Southern in 1946 and has served as technical director during the past five years.

## President of U.S. Chamber of Commerce



Clem D. Johnston of Roanoke, Virginia new head of U.S. Chamber of Commerce.

Clem D. Johnston of Roanoke, Va., the new president of the Chamber of Commerce of the United States, describes himself as "a typical business man, and in no sense of the word a big business man."

He operates and resides on a 450-acre beef cattle farm near Roanoke; he has interests in six wholesale groceries; is a director of several other concerns, and until he recently leased out the enterprise, was proprietor of the Roanoke Public Warehouse.

Few men in America can match his record of service in government, civic and volunteer business organizations. He has been active in the National Chamber for 22 years.

At 57, Mr. Johnston has the same lean, rugged build that made him a 60-minute center and captain of the Centre College football team. At his warehouse, he was accustomed to working out with the crews unloading freight cars for a couple of hours every day. On the farm, he digs ditches, cuts and bales hay and takes on any other chores that offer vigorous exercise.

Twice he was almost lost to the business community—once to medicine, once to the Army. After graduating in three years from Centre where he was also track captain, on the basketball team and a Beta Theta Pi, he entered Harvard Medical school. Six months later, he was

commissioned in the regular army as World War I came along. By 1919, he had decided to stay in service but his father's death necessitated his resignation to take over the family business in Louisville, near which city Clem Johnston was born.

Federal departments and agencies have repeatedly recruited him as a non-paid consultant, the RFC, Navy, OPA and Office of Emergency Management. Last year he was assigned to the Pentagon as an investigator for the House Appropriations Committee, and not long ago he completed his report as chairman of the highways task force of the Federal Commission on Intergovernmental Relations, previously headed by Dr. Clarence Manion.

In World War II, he was a lieutenant colonel and chief of the warehousing section of the Army Ordnance Field Service for three years, then he went to China as ordnance supply officer and staff quartermaster for the "Z" forces under "Vinegar Joe" Stillwell.

His work for the National Chamber began in 1932 when he was named to the resolutions committee, a predecessor of the policy committee of which he has been chairman. He was twice a director, and was in his fifth term as a vice president when chosen as president.

(Continued on page 42)

## Southerners

(Continued from page 41)

### Forbell Elected Vice Pres. Merrill-Stevens Shipyard

At the annual meeting of the directors of Merrill-Stevens Dry Dock & Repair Company held recently, Robert C. Forbell was elected a vice president of the corporation.

Forbell originally came to Jacksonville in 1942, at which time he was associated with George Sharp in connection with the construction of Liberty ships for the Maritime Commission at the wartime St. Johns River Shipbuilding Company yard. Prior to that date, he was associated with Sharp and United Ship Repair and Dry Docks, Inc., in New York City.

Forbell became affiliated with Merrill-Stevens in 1943 as a naval architect and has since held the positions of assistant to the general manager and plant manager.

### Harris Re-Elected President Atlanta Freight Bureau

Atlanta Paper Company President Arthur L. Harris was unanimously re-elected president of the Atlanta Freight Bureau at the recent annual meeting of this representative group. The occasion marked the 52nd anniversary of the Atlanta Freight Bureau, and praise was high for the Bureau's magnificent record



A. L. Harris of Atlanta Paper

of accomplishment in leading in improvement for the South. The Atlanta Freight Bureau is a non-profit cooperative organization of the shippers and receivers of freight, serving the Atlanta area particularly, and offering a general traffic and transportation consulting service.

### Noland Co., Inc., Elects Two Vice Presidents

John E. Sommers has been elected Executive Vice President of Noland Company, Incorporated—the post left vacant with the passing of Louis E. Solomon.

Sommers has been with the Company 28 years. His service includes management of the Company's Branches in Richmond, Virginia, Birmingham, Alabama, and, since 1940, Manager of the Washington-Arlington operation.

He is a member of the Company's Board of Directors and Executive Committee.

M. G. Smith has been elected Vice President, Operations of Noland Company, Incorporated. He has been with the Company since 1930. In 1951 he was appointed Assistant to President Noland, and in January 1953 succeeded Louis Solomon as Supervisor of the Company's Northern Division which includes Maryland, Virginia, North Carolina, South Carolina and Tennessee.

Smith is a member of the Company's Board of Directors and Executive Committee.

Both Sommers and Smith will headquarter in Newport News, Virginia.

### Smith Elected to Board U. S. Chamber of Commerce

Lewis M. Smith, president, Alabama Power Co., Birmingham has been elected to the Board of Directors of the Chamber of Commerce of the United States and the announcement was made at the annual meeting of the group in Washington, D. C.

Smith will represent the fourth district composed of five states: Alabama, Florida, Georgia, Mississippi, and Tennessee, and in one of two directors on the U. S. Chamber's Board from this district. He succeeds Boyd Campbell, Jackson Miss., who was elevated to one of the vice presidencies of the national Chamber during the same annual meeting.

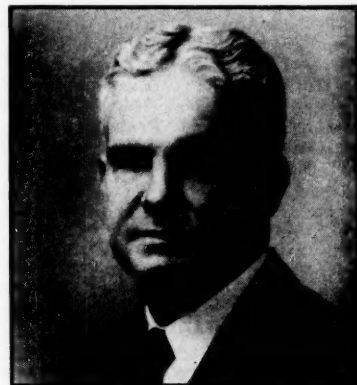
The new U. S. Chamber Director has long been active in local and state civic affairs and has served as president of the Birmingham Chamber of Commerce and as district governor of Rotary International. He was elected president of the Alabama Power Co., in 1952.

### Worthington Corp. Appoints McCuaig Application Manager

M. M. Lawler, Worthington Corporation Vice President, Air Conditioning and Refrigeration, recently announced the appointment of Donald H. McCuaig as Manager of Application Engineering for the entire Worthington Air Conditioning and Refrigeration Division.

Mr. McCuaig has acquired a wide experience in the Engineering field since his graduation from the University of Alabama in 1927 with a B.S. Degree in Industrial Management. At the Uni-

versity, Mr. McCuaig was a member of several honorary fraternities. Following 1935. For one year, Mr. McCuaig served as an engineer with the Alabama Power Company from 1927 to 1929. Then for eight years he was a member of the University of Alabama faculty, holding the post of Associate Professor of Mechanical Engineering and obtaining a Masters Degree in Mechanical Engineering in 1935. For one year, Mr. McCuaig served as engineer with the Frick Co., Inc., Waynesboro, Pa., returning to the University as professor of Mechanical Engineering in 1938, where he remained until 1942. During the war years, he served as a marine engineer with the U. S. Maritime Commission from 1942 to 1944. Mr. McCuaig joined Worthington Corporation in 1944 as application engineer of



Donald H. McCuaig

the Air Conditioning and Refrigeration Division, Holyoke, moving up to position of Manager, Central Station Equipment Section, Air Conditioning and Refrigeration, in 1952 which post he held until his present appointment.

A licensed Engineer in the State of Alabama, Mr. McCuaig is a member of the American Society of Mechanical Engineers and the American Society of Refrigerating Engineers.

### Rockwell Names Luckett Division Sales Manager

P. H. Luckett, a sales engineer with Rockwell Manufacturing Company's Mac-nick (Instrument) Division at Tulsa, Okla., has been named sales manager for the division.

Mr. Luckett, who has specialized in Rockwell oil-field integrator and orifice meter sales in the Houston, Texas, district for the past two and a half years, will make his headquarters at Tulsa, according to A. A. Fomilyant, division general manager.

A native of Wichita Falls, Texas, Mr. Luckett was graduated in 1948 from Baylor University, Waco, Texas, with a B.S. degree in chemistry. He joined Rockwell that year and spent two years in the integrator and orifice meter department at the Tulsa plant.

# NEW PRODUCTS

## Compact Mobile Fire Fighter

**Kalamazoo Manufacturing Co., Kalamazoo, Mich.**—A compact, highly-maneuverable, one or two-man fire truck won the unanimous approval of fire prevention experts and industrialists recently during grueling "fire disaster" tests.

"This rugged truck eliminates a dangerous weakness in current plant and warehouse fire preventive systems," said Henry C. Hawk, president of Kalamazoo Manufacturing Company, the firm producing this new mobile in-plant Fire Fighter.

"Livonia—and dozens of other disasters every day—make it clear that big losses occur due to inadequate or malfunctioning permanent equipment. That's when this new 3-wheel Fire Fighter does its job. Its maneuverability through narrow aisles and standard doors, and its speed of 15 miles an hour, mean that you can get "to" any fire. The equipment carrying capacity of the Fire Fighter and its simplicity of operation make it possible to extinguish fires at their sources—before they become major disasters. History has proved that fire fighting cannot be 100 per cent automatic or its cost of installation and maintenance becomes excessive. That's why this amazingly effi-



3 Wheel Fire Fighter

cient Fire Fighter is the perfect supplement to any permanent system."

Trucks can be equipped to carry complete high pressure fog systems, 210 gallons of water, 100 feet of booster hose, rotary pump, foam concentrate and any extinguishers desired such as CO-2, dry chemicals, etc., as well as fire axes, crow bars, first aid kits, and ladders.

## "Electronic" Filter

**Hotpoint Co., 5600 W. Taylor St., Chicago 44, Ill.**—A new lifetime "electronic" air conditioner filter with an electrostatic pickup action that filters 150 per cent more dirt, dust and pollen than glass fiber filters has been introduced by Hotpoint Co. John F. McDaniel, vice-president, marketing, announced. Tested secretly in Hotpoint's research laboratories and in various key marketing areas, the company has already received hundreds of orders from dealers and distributors for these filters.

Called the Hotpoint Electronic Filter, it is constructed of two layers of fabric made of coarsely-woven polyethylene

plastic fibers locked in a metal frame which fits into the room air conditioner.

The filter works this way: Friction of the air drawn through the plastic filter material sets up an electrostatic charge that attracts and traps microscopic particles of dirt, dust, pollen and animal life that normally sift through other filters.

Pointing out that the new electronic filter will last the lifetime of the room air conditioner, McDaniel said that the present glass fiber filter lasts about 4 to 6 weeks and then has to be replaced. "Now, air conditioner owners will just have to buy one filter—a good point for dealers to remember when selling," he added.

The marketing vice-president also said that cleaning the new electronic filter is a simple, quick, cold water rinsing job. After a brief draining period, the filter can be put back into the air conditioner where it is self-drying.

## Planer-Type Saw Blade

**DeLuxe Saw and Tool Co., High Point, N. C.**—A line of new planer-type carbide-tipped circular saw blades designed to perform a wider variety of cuts than is possible with conventional designs of carbide-tipped blades has been introduced by DeLuxe Saw and Tool Company of High Point, N. C., a subsidiary of Rockwell Manufacturing Company.

Chief advantage of the new blades, the manufacturer claims, is their ability to perform both ripping and cross-cutting operations with equal ease and good finish on hand feed operations—something which carbide-tipped blades have not previously been designed to do.

Like most carbide-tipped blades, these offer from 25 to 100 times longer life than regular blades, thus greatly reducing machine downtime. They also can be used



Carbide-tipped Circular Saw

to cut many types of materials such as plywood, plastics, micarta, masonite and laminated products.

Mass-produced in order to make possible a modest price to the user, the new blades incorporate special design features to eliminate any possibility of binding of material in the cut.

## New Power Turntable

**The Rapids-Standard Company, Inc., Dept. TT 342, Rapistan Bldg., Grand Rapids, Mich.**—A new Rapistan power turntable that transfers cartons at 90 or 180-degree angles between two parallel or right-angle conveyor lines is now being manufactured by The Rapids-Standard Company, Inc., Grand Rapids, Michigan. The new unit, which takes up only four feet of floor space, has a rotating carrier disc that floats packages around intersections where gravity or power conveyor curves cannot operate.

The new Rapistan TT turntable is a "packaged" production model with customer advantages of fast delivery and moderate cost. It handles cartons as large as 22 by 18 inches, 24 by 14 inches, or 20 by 20 inches, as well as packages too small to transfer successfully on some types of power curves.

The rotating steel turntable is 48 inches in diameter and 3/16-inch thick,



Packaged Power Turntable

supported underneath by four rubber wheels. The turntable is friction-driven by a rubber-faced wheel that contacts the inner side of a steel reinforcing ring welded to the underside of the disc. Power is supplied by a 1/2-horsepower motor through a jackshaft to rotate the disc approximately 175 feet per minute.

Packages feeding to and from the turntable are kept aligned by wheel feeder sections which steer materials into desired position. This pair of feeders can be placed at any two corners of the frame for 90 or 180 degree operation. Drive assembly is mounted under the table for safety and clean appearance. Turntable rotates in either direction for two-way operation.

## Corrugated Display Stand

**Angus Mills, Inc., of Lansdown, Pa.**, packs its all-purpose cleaning cloths in a novel printed corrugated display stand designed and made by **Fibre Board Container Corp. of Richmond, Va.**, a subsidiary of Robert Gair Company, Inc., New York, manufacturers of corrugated containers, paperboard and folding cartons.

(Continued on page 44)



# NEW PRODUCTS

(Continued from page 43)

Titled "House Cleaning Center," this one-piece pop-in floor display stand has a large bin to hold Angus cloths. Space is also provided for related cleaning items. This gives it ready acceptance by the merchant and encourages him to display the Angus line of all-purpose cleaning cloths. A shelf is provided for cleaning compounds, and a rack in the rear holds brooms or mops.

Printed in glossy red and black in an eye-catching plaid, design includes company's slogan, "Grime Doesn't Pay."

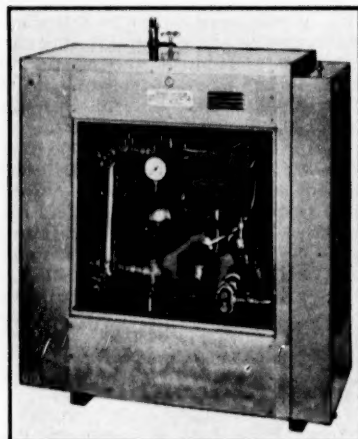
Mr. R. E. Forrest, president of Angus Mills, Inc., says the firm has high hopes of the success of this attractive display stand in selling its line of cleaning cloths.

## New Electric Steam Generator

**Dryomatic Corporation, P. O. Box 334, Alexandria, Va.**—A compact, new electric steam generator, capable of building 100 pounds of live steam pressure at 320 degrees F. in five minutes and featuring only two moving parts, is now being distributed nationally by **Dryomatic Corporation of Alexandria, Va.**

The versatile "Electro-Steam Generator" provides a safe and convenient source of steam for retail clothing stores, hotel valet shops, commercial laundries and dry cleaning plants, laboratories, and health clubs. It is ideally suited for use as a steam cleaner in garages, service stations and in the building maintenance and construction industries. It features fully automatic safety controls and bears complete Underwriter's Laboratories and A.S.M.E. approval.

The Electro-Steam generator eliminates the need of flue, fuel tank and fuel line. Installation requires only a 220-volt outlet



Electric Steam Generator

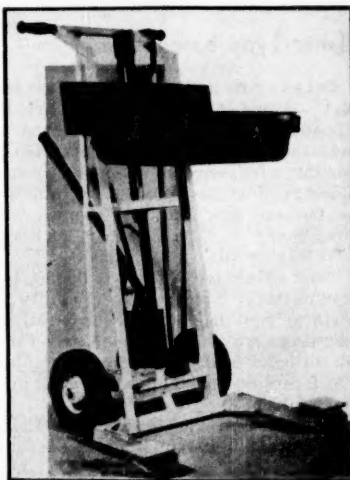
and water connection. Simple valve adjustment delivers live steam, hot water, steam and detergent solution or cold-water rinse, as needed. Nearly 100 per cent of heat input is achieved with three

completely immersed heating units—a substantial improvement in efficiency compared with most conventional oil-fired heating units.

The compact unit, which is enclosed by an all-steel cabinet, weighs only 275 pounds and measures 34 inches long x 15 1/4 inches wide x 36 inches high. It has a 1/2 inch outlet for steam and 3/8-inch connection for water. Accessories available for steam cleaning include detergent tank, steam and detergent hoses, and steam nozzle gun with insulated handle. Installation of the 2 1/4 h.p., 3 1/2 h.p., and 5 h.p. unit can be either portable or permanent.

## Tote Pan Caddy

**Allied Mfg. and Sales Co., 3101 W. Grand Ave., Chicago 22, Ill.**—The "tote" has been taken out of handling tote pans



Grand Shop Caddy

by a hydraulic lifting hand truck made especially for this service. Called the Grand Shop Caddy, the versatile truck can pick up loaded pans weighing as much as 500 pounds, move them to any part of a plant and hold them at a convenient height (maximum lifts of 36" or 54") for feeding machines, unloading, stocking or storing on a shelf. (see cut). A four speed hand-operated hydraulic pump enables the operator to select the speed and power he needs to raise loads. Heavy loaded pans can be raised with minimum effort while lighter loads can be lifted quickly with just a few strokes of the pump lever. Units are available through industrial distributors.

## Smallest Air Drill

**Aro Equipment Corporation, Bryan, Ohio**—A new portable air drill—designed to be the world's smallest and lightest weight tool for 3/16" heavy duty and 1/4" light duty drilling—is announced by the Aro Equipment Corporation.

This new Aro Drill, Model 7512, weighs less than 1 1/2 pounds, develops nearly a quarter horsepower, and is found to consume 33 per cent less air than most standard 1/4" drills. This feature of the new Aro drill enables user to operate 35 per cent more drills without increasing air capacity. In addition, its small size (only 5 1/2" long, 4 3/4" high, and spindle offset 41/64") enables operator to use the new air drill with minimum effort in assembly lines or close-quarter work.

In grueling field tests, according to the manufacturer, the tool has won acclaim for balance, speed, efficiency and stall-proof power in continuous service.

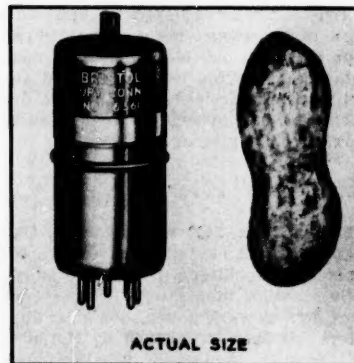
Company officials point out that high-precision construction and workmanship make possible the many unique and revolutionary features of this new drill. For example—all moving parts are fully supported on ball bearings. Planet gears are mounted on self-contained Torrington Needle Bearings (no bushings), for maximum life. Spindle mounted front and back with large ball bearings — means minimum runout, no side play at end plate. Built-in automatic oiler with oilite casting for metering oil. Pistol grip handle is special heat treated aluminum, heavy enough to take the hardest of knocks, but light enough to reduce operator fatigue to minimum.

## Miniature AC-DC Inverter

**The Bristol Company, Waterbury, Conn.**

—The development of a small non-resonant reed-type inverter capable of operation over wide frequency and ambient temperature ranges has been announced by The Bristol Company. Known as the Bristol Miniature Syncroverter Switch, this inverter is capable of converting low-power d-c signals to alternating voltages.

The Miniature Syncroverter Switch is designed for precision requirements on



Miniature Syncroverter Switch

aircraft and missile applications and for gun directors, electronic computers, null detectors, and many other devices. Hermetically sealed, it is shock and vibration resistant and will fit into a seven-pin miniature tube socket and shield.





## Long Distance calls now cost you less

***Recent reduction in federal excise tax means a substantial saving  
for you on every Long Distance call***

The reduction in the excise tax from 25% to 10%, voted by Congress, is good news for Long Distance users. It means that every Long Distance call – to anywhere in the country – now costs you less than it did before April 1.

Basic rates remain the same. What you save is the difference between the old and the new tax. Every bit of the tax reduction goes to our customers. The telephone company does not keep any part of it.

Now you can use Long Distance in your business even more profitably than before.

### **LONG DISTANCE RATES ARE LOW**

Some typical examples:

<b>Philadelphia to New York . .</b>	<b>50¢</b>
<b>Indianapolis to Cincinnati . .</b>	<b>55¢</b>
<b>Cleveland to Chicago . . . .</b>	<b>\$1.00</b>
<b>St. Louis to Baltimore . . . .</b>	<b>\$1.50</b>
<b>San Francisco to Washington .</b>	<b>\$2.50</b>

These are daytime Station-to-Station rates for the first three minutes. They do not include the new, lower federal excise tax of 10%.

**BELL TELEPHONE SYSTEM**



## Medical Center Towers Houston, Texas



This sleek 17-story medical office building with an interior laid out by doctors themselves, is expected to be one of the most modern structures of its kind when completed next year at an estimated cost of \$4,000,000. Providing space for 175 doctors, the sheer wall tower will rise from an extended lower portion that will accommodate retail shops and a four story garage capable of parking 600 cars. Skidmore, Owings and Merrill of New York, Chicago, and San Francisco are consulting architects with the Texas firm, Golemon & Rolfe. Both are award winning firms.

## Murray Co., Atlanta Plant Expands Production 10 Times

The ventilating Fan Division of The Murray Company of Texas, Inc., has just completed one of the most extensive expansion and modernization programs in the entire industry.

All Murray ventilating fans, attic and window, are manufactured in the Atlanta, Georgia, plant of the Murray Company. Production facilities at the plant have been expanded to allow a capacity of more than ten times the previous output.

The re-equipping and modernization progress at Murray's Atlanta plant makes this one of the most modern and best equipped fan manufacturing plants in the country.

The very latest in machine tool design and plant efficiency—engineering have been incorporated into this new expanded unit—new conveyor and assembly line system, the very latest and most costly baking ovens, annealing equipment, one of the largest—bed automatic presses made, new electrically operated spot and extended welders—all providing the most exact specification production and most efficient service available for Murray's customers.

This expansion and modernization program is the result of increased consumer and trade demand and expanded sales activity for Murray window and attic

fans. The Murray Company of Texas is looking forward to their biggest fan year in 1954.

## Louisiana's First Tunnel Being Built Under Algiers Canal

The vital new Algiers cut-off canal is scheduled to be opened to water traffic in the New Orleans area within about a year and a half and, oddly enough, a pair of heavy steel walls cutting directly across the path of the waterway will make it possible.

The great walls are sheet steel piling—almost 2½ million pounds of it—from the mills of U. S. Steel at Pittsburgh, and provided through the New Orleans district sales office of the company's Tennessee Coal & Iron Division. They are over 1000 feet long, some 50 feet apart and in places 50 feet high. Between them busy workmen of R. P. Farnsworth & Co. Inc., the general contractor, are scooping out a channel, too, but not for water traffic.

It's for Louisiana's first highway tunnel. The scene is the site of the new Belle Chasse highway tunnel in Plaquemines Parish which will carry motorists on State Highway 31—principal highway link between New Orleans and the Lower Mississippi and delta—under the key new cut-off canal.

Because it would seriously hamper work

on the tunnel, present plans are to hold up cutting the river into the new channel until the \$2,337,000 tube is completed, probably before the end of next year. The steel piling which was employed by construction engineers to solve a serious excavation problem enabled the planning of this part of the program.

## Daniel Construction Receives Advertising Award of Merit

The Daniel Construction Company of Greenville, S. C., and Birmingham, Ala., one of the South's largest construction firms, has received an award of merit for its advertising and honorable mention for its publicity campaign in the 1954 Creative Awards Competition of the National Association of Advertising Networks.

Presentation of the awards was made to Roland Ullman, Jr., president of the Roland G. E. Ullman Organization, Philadelphia. The Ullman Organization prepares advertising and publicity for the Daniel Company.

A certificate of award was presented for Daniel's service advertising in non-merchandising business publications, including *The Blue Book of Southern Progress*, *Wall Street Journal*, *Fortune*, *Manufacturers' Record*, and *America's Textile Reporter*.

Honorable mention was made for the company's campaign of unsolicited, unpaid announcements and press releases published in newspapers, national business magazines and trade publications, during 1954.

These are the seventh and eighth major national awards Daniel has won in the last three years, for its advertising and publicity. Last year, the Advertising Federation of America presented the construction firm with a certificate for the most outstanding campaign of advertising in the South. This award was for its series of advertisements in *Fortune*, some printed in metallic gold, varying in length from one to four pages, featuring the Southern states.

The Ullman Organization has prepared advertising for the Daniel Construction Company for the last 11 years.

## Calvert, Kentucky, Will Have \$6,000,000 Chemical Plant

General Aniline & Film Company will construct a \$6 million chemical plant near Calvert City and will use hydrogen gas piped from Pennsylvania Salt Manufacturing Company and acetylene gas piped from the National Carbide Co.

This is the second plant site sold by National Carbide to a processor utilizing their end-product—acetylene gas. Acetylene is the building block of the plastics industry, for carbon is the one essential element in all plastics. Thirteen sites yet remain to be sold by National Carbide but have no fear that this will not be done.

A. of C. officials entertained Ray Swint, personnel director, and Dr. Hans Beller, both of Linden, N. J., when they were in

Paducah recently. Dr. Beller, a German scientist of repute, was formerly connected with the I. G. Farben industries and has done considerable research in high pressure acetylene derivatives. Dr. Beller will be in charge of the Calvert plant and will make his residence in the area.

The Lummus Company of New York City has the contract for constructing this plant.

If everything goes as planned, General Aniline may spend as much as \$50 million here because their product will go into the manufacture of synthetic fibers used in the textile industry.

### Two Firms Join to Produce Ammonia at Birmingham

The Alabama By-Products Corporation, of Birmingham, Alabama, and Hercules Powder Company announced that they were engaged in working out plans for a joint undertaking for the production of anhydrous ammonia in a new plant to be located in the vicinity of Birmingham.

Capacity of the plant will be 45,000 tons annually.

The new plant will be the first commercial producer of ammonia east of Memphis, Vicksburg, and New Orleans on the Mississippi and south of Virginia. Agricultural and industrial consumers in this area are expected to benefit from the new plant through lower transportation costs and increased source of supply.

To be located in the Birmingham area near the Alabama By-Products Corporation's Tarrant Works, construction on the new plant is expected to begin within a few weeks' time, with completion scheduled for 1955.

The largest use for anhydrous ammonia is in agriculture, where ammonia is applied directly to the soil as nitrogen fertilizer or is used in preparing solid mixed fertilizers.

Explosives manufacturers and steel mills in the Birmingham area, as well as producers of synthetic fibers, many of which are located in the South, are also large consumers of ammonia.

### \$500,000 Furniture Plant Completed at Okolona, Miss.

Construction of a new half-million-dollar plant to house the Stratford Furniture Company at Okolona has been completed and operations have begun, according to Plant Manager B. A. Giles.

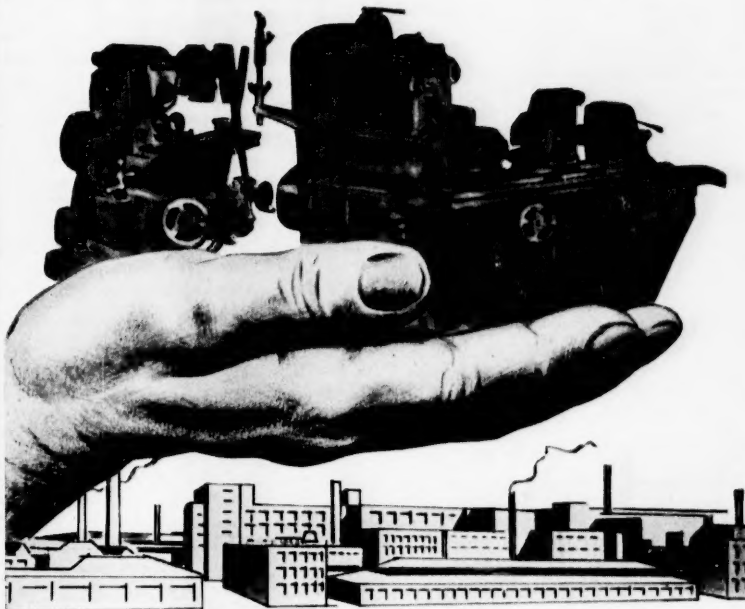
The plant, built by J. E. Staub and Company of Fulton, is located on a 12-acre site in the southeastern part of the city.

The company, a division of Futurian Manufacturing Company of Chicago, has been in operation since 1952 in an inadequate building.

The new Aberdeen plant is expected to produce about 6,000 Stratolounger chairs daily.

Employment has been increased from 125 to between 250 and 300 persons. The company will provide the city with a payroll of upwards of a half million dollars per year.

## Pace-setters for Precision Production



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Moreover, to keep quality control methods in step with these top producers, there's a complete line of Brown & Sharpe precision tools and gages . . . designed to reduce measuring time to a minimum at every stage of manufacture.

For the solution of production or accuracy problems in *your* plant, investigate these Brown & Sharpe Products. Write to Brown & Sharpe Mfg. Co., Providence 1, R. I., U.S.A.



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Electronic Measuring Equipment • Pumps

## Moving Rubber Sidewalk At Goodrich, Okla., Plant

Large truck tires on their way to and from the vulcanizing presses at the B. F. Goodrich Miami, Okla., tire manufacturing plant, now make the trip on their own unique moving rubber sidewalk.

Conveyor belts installed flush with the ground floor level haul "green" tires to the vulcanizing press and carry away vulcanized tires to the final inspection point. This installation is the first of its type in any BFG tire manufacturing plant, according to J. E. Gulick, vice president in charge of manufacturing for the B. F. Goodrich Tire & Equipment Division.

The conveyor belt installation is part of the major expansion recently completed at the Miami plant. The over-all installation includes four conveyor belts, each 48 inches wide, which are located in front of parallel lines of presses. These four belts empty their vulcanized tires onto a fifth belt which carries the tires to an inspection point where the vents on the exterior of the tires are trimmed. Over-all length of the belt installation is 1,148 feet.

## Roof-Top, Drive-On Bank Opens Soon in St. Louis

Roof-top banking—the first of its kind—will soon be a reality in St. Louis, Mo.

A building designed for drive-on banking, one of the world's most unusual banking structures, is now being built for the State Bank & Trust Co. of Wellston, Philip C. Kopitsky, the bank's board chairman, announced recently.

A major innovation will be the roof-top use of two bullet-proof "Snorkels." Built by the Mosler Safe Company, the "Snorkels" will make it possible for patrons

to drive onto the roof and transact their business in seconds without leaving their cars.

The teller in each "Snorkel" will be stationed below the roof on the first floor of the bank. A system of two-way speakers and periscope-type mirrors will enable the teller and customer to see and speak to each other. A small tray-like elevator will convey deposit and withdrawal transactions from the motorist down to the teller and then up again.

An ultra-modern banking device, the "Snorkel" is about the size of a king-size TV console and was designed by Mosler for fast curb-side banking in heavily congested areas. Architect Bernard Bloom of St. Louis, who designed the unusual building, convinced the bank's board of directors that the "Snorkel" would be ideal for roof-top banking.

Construction is being done by the Geo. L. Cousins Contracting Co., under Bloom's supervision. Estimated cost is \$600,000 with completion slated for September, 1954.

## Chamber of Commerce Proposes Plan to Reduce Stream Pollution

A proposal to reduce stream pollution by providing tax incentives for industrial firms to install anti-pollution equipment has been sent to Congress by the Chamber of Commerce of the United States.

In a letter to Chairman Millikin of the Senate Finance Committee, the Chamber recommends amendment of the tax reform bill (H.R. 8300) to permit firms to write off the cost of such equipment over a five-year period for tax purposes. Present law requires that tax deductions for depreciation be made over the normal lifetime of the equipment.

An increasing number of states and localities are requiring industrial firms to

install special equipment to prevent stream pollution by industrial wastes. Although the equipment is nonproductive, and thus in a sense is an enforced penalty, it is not recognized as such for income tax purposes, the Chamber pointed out.

The five-year write-off, the Chamber said, would encourage industry to install anti-pollution equipment with many resulting benefits to public health and welfare.

## Wilson, N. C., Men Back New Firm

Thirty-five Wilson business men have put up \$20,000 in cash in what one of them says he frankly terms a "safe gamble" in the development of a new type of industry for this community.

The new concern, which was recently incorporated with an authorized capital of \$100,000, is known as Shur-Strike Lures, Inc., and around June 1 will start operations in a new building being erected at Wilson, N. C.

O. T. Kirkman, treasurer of the new concern, said he thinks so much of the "potential possibilities" of the company of which he is a part that he is erecting the building in which various types of lures designed to lure fresh water fish to their utter and complete destruction that he is underwriting the cost of the structure. The building, which is being constructed with cinder blocks, will have about 1,800 square feet of floor space and will be air-conditioned. It can be easily enlarged if necessary.

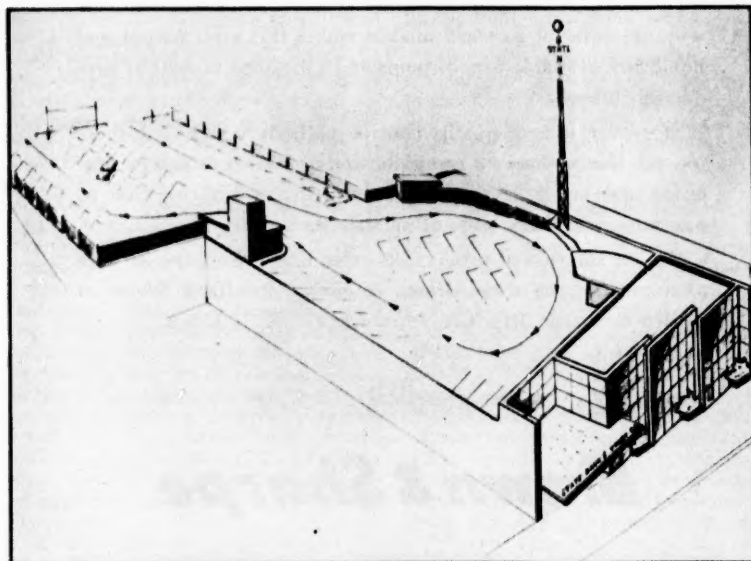
The Wilson group, according to W. D. Adams, Jr., secretary of the new firm and president of the Wilson Industrial Foundation, "just simply became intrigued" with the fishing lure possibilities after taking a long look at the lures being turned out in nearby Lucama by Mr. and Mrs. C. P. Jones.

Having admitted weaknesses for fishing, Mr. and Mrs. Jones started making fancy fishing lures several months ago at their home. They later constructed a small building in the backyard of their home and at the present time employ four workers in addition to themselves and their son, Tommy.

Business has been good for the Jones family at Lucama and so they decided to expand. They considered Wilson and Raleigh as possible locations and decided to locate here after a visit with officials of the Wilson Industrial Foundation. On that visit, according to Adams, Jones sought to borrow \$20,000 from the foundation.

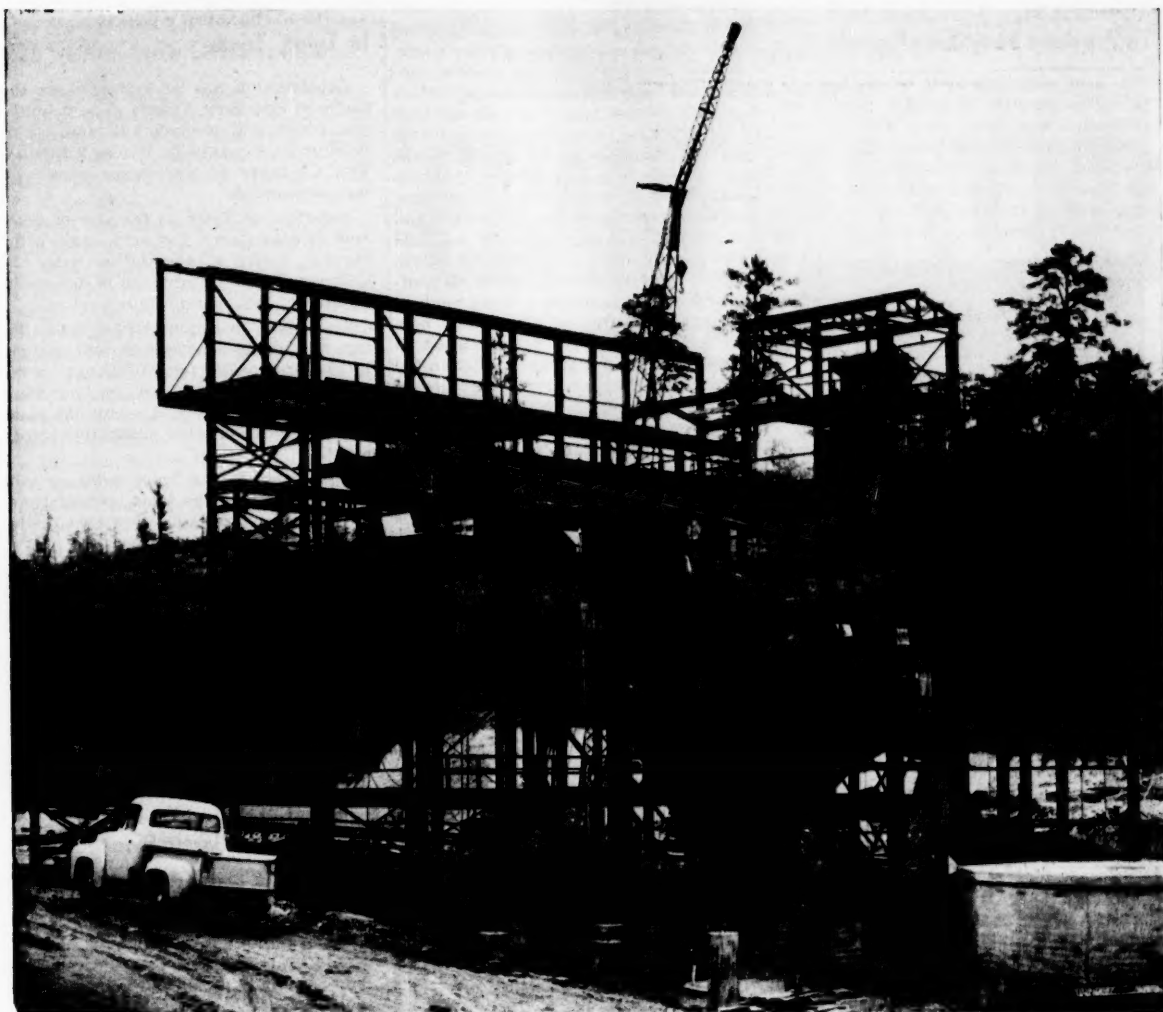
They decided to sell stock, organize and incorporate the company, and share in any profits that might be made. So it was, then, according to Adams, that "in less than 36 hours we sold \$20,000 in stock for cold cash and could have sold more." The 35 stockholders own 2,000 of the 3,500 shares of stock. The stockholders gave Mr. and Mrs. Jones 1,500 shares and will employ them as operators of the new industry.

Adams said if plans mature the new company ultimately expects to provide jobs for about 40 people.



Drive-on banking will make its debut this summer when construction of this ultra-modern \$600,000 building in St. Louis, Missouri is completed.





*Preparation Plant, Maxine Mine*

## Coal Mining—modern style

Alabama By-Products Corporation is building a modern preparation plant at its new, highly mechanized Maxine coal mine. Coal from this mine goes largely to steam plants of the Southern Company group.



To build this plant ABC called on O'Neal to fabricate the steel. ABC has been buying steel from O'Neal since the corporation was formed.

# O'NEAL STEEL WORKS

Birmingham 2, Ala.



## Reynolds New Merchant Mill To Produce 36 Million Pounds

A new merchant mill which has capacity to produce 36 million pounds of aluminum merchant wire, rod and bar products annually has been completed at Sheffield, Ala., at a cost of approximately one and three-quarter million dollars, it is announced by J. Louis Reynolds, Reynolds Metals Company's vice president in



Billets are reduced in cross section and lengthened in this 3-high breakdown mill.

charge of manufacturing. The facility is now in production and will be operated

by Reynolds Alloys Company, a subsidiary of Reynolds Metals Company. It includes 130,000 square feet of floor space.

A new mill building was erected consisting of one 80-foot and one 60-foot bay, both 880 feet long. The high bay type of construction is employed to facilitate adequate crane service for all operations. The equipment layout is such that the wire or rod products follow a straight line flow from rolling to inspection and shipping of the final product out the far end of the mill. Reynolds' own corrugated aluminum sheet used for all roofing and siding provides a clean modern appearance to the building. This new mill is completely power ventilated to provide a maximum of air circulation for the comfort of the employees.

The installation of additional drawing equipment more than triples the capacity of the Listerhill plant to produce cold finished merchant products, while the new heat-treating furnace doubles the capacity to produce heat treated products. The net result was to approximately double Reynolds capacity to produce merchant type products. And by relieving congestion in the structural mill, its capacity to produce large rod and structural shapes was also doubled.

In the new merchant mill, rod products will be produced up to 2 inches in diameter, while wire can be furnished down to approximately .092-inch in diameter in either coiled or in straightened lengths. A complete line of rectangles, squares, hexagons, angles, and flattened wire can also be produced in much greater quantities than ever before.

## Calhoun Hatchery Builds In Tyler, Texas

Construction has been started on the Calhoun Hatchery, Tyler's newest industry, which will produce two and a half million chicks annually, Wayne Whittington, Chamber of Commerce president, has announced.

Selection of Tyler as the site of their new Southwestern hatchery came after several weeks of negotiation with the Calhoun Poultry Farm and Hatchery of Montrose, Mo., parent organization.

The \$40,000 in equipment for the building, now being constructed, will include incubator capacity for 200,000 eggs, a refrigerated holding room for hatching eggs, water cooling equipment, box making machines and other production equipment.

Production of the Tyler hatchery will be distributed in the sales territory covering Texas, Louisiana, Southern Oklahoma and Southern Arkansas.

General manager of the hatchery will be Charles D. Calhoun who will also be sales manager. Hatchery manager will be Cecil Williams of Poteau, Okla.

The hatchery will employ in Tyler an initial employee staff of 12 persons which will be expanded as production warrants.

The hatchery sells wholesale to big broiler growers and retailers, and specializes in breeds of rapid-growing chicks.

## Port Arthur Site Chosen For Koppers Plastic Plant

Selection of Port Arthur, Texas, as the site for the new plant of Koppers Company, Inc., to produce polyethylene plastic was announced recently by George M. Walker, Vice President and General Manager of the Company's Chemical Division.

Plans for this major expansion of Koppers Chemical Division into another plastic field were announced two months ago before the plant site had been definitely ascertained.

At Port Arthur, Koppers will purchase ethylene gas from new ethylene facilities being constructed at the nearby refinery of Gulf Oil Corporation.

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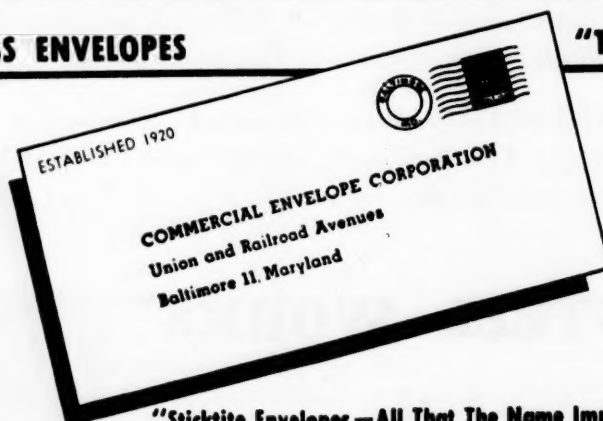
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## Anheuser-Busch to Build \$25 Million New Orleans Plant

Plans for a \$25 million brewery in New Orleans were officially announced at International House by August A. Busch, Jr., president of Anheuser-Busch, Inc., which will construct the million-barrel-a-year plant.

Busch told city and state officials and civic leaders gathered at the meeting that the brewery, when constructed, will offer employment to from 600 to 800 persons and have an annual payroll of at least \$3 million. The plant will use approximately 10,000 tons of rice annually, most of it obtained from Louisiana fields. It will also bring about increased use of the Port of New Orleans in the company's export business.

Additionally, Busch said, the \$25 million plant will be so constructed as to allow the company to double its size and million-barrel capacity.

When the market justifies doubling the size of the plant, Busch told business leaders at International House, it will consequently mean the use of twice as much Louisiana rice, a much larger labor force and payroll.

The brewery site is a 140-acre tract just west of the Mississippi River bridge approach on the river side of Jefferson highway. Engineers are now in the process of drawing up plans and specifications.

Busch said he hoped that builders would break ground early in 1955. When the 14-month construction job is finished the plant will include a brew house as tall as a seven-story building, a grain elevator, stock house, fermenting cellar, bottle shop and various warehouses, and auxiliary facilities.

The brewery will have its own water purification plant large enough to serve a city of 42,000. This waterworks will be "the last word" in water purifications, Busch said, with the water to be piped down from a location far enough upstream to eliminate any eventual danger of salt intrusion.

Busch said that most of the employees for the brewery will be drawn from the local labor pool.

## Jefferson Chemical Expands Port Neches Facility

Jefferson Chemical Company, Inc., announces a 50 per cent expansion of its ethanalamines production facilities at Port Neches, Texas. It is expected that much of the increased production will go into the manufacture of morpholine, a versatile chemical intermediate recently added to Jefferson's regular product list.

Integral with the expanded facilities is greatly improved manufacturing flexibility for the entire unit, allowing the production of varying ratios of mono-, di- and triethanolamine to satisfy the changing requirements for captive use or immediate sale as products. The facilities will also make possible significant improvements in product specifications.

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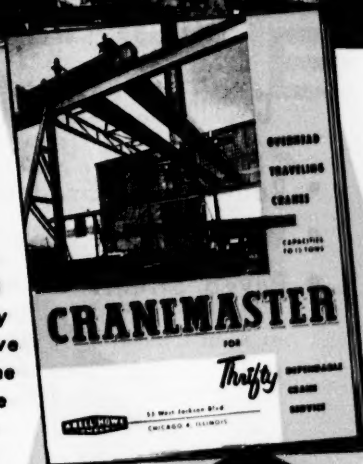
# CRANEMASTER

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## Atlanta Construction Firm Helps Build North African Base

Construction of the U. S. Air Force Base at Wheelus Field, Tripoli, Libya, North Africa, the cost of which is estimated at \$60,000,000, is a joint venture of the Crow Construction Company and J. Rich Steers, Inc., of New York, and the Shepherd Construction Company, Inc., of Atlanta, Ga. The office of the associated contractors is at 176 Broadway, New York.

The project is now more than 85 per cent completed. The parts finished are put in operation as fast as completed. The job is scheduled for completion early next year. The base has been active since the forties and its enlargement and improvement has been underway since 1951.

Mr. William L. Crow, President of the New York firm, stated before leaving New York that approximately 3,000 workmen are on the job, besides the employees of the sub-contractors. All of the American contractors took complements of their own skilled and experienced men with them, recruited others from Northern Africa, Southern Europe and the Near East, and trained many on the job. A high percentage of the workers are natives who were given intensive on-the-job training at the project, which speeded the project and will leave behind skilled craftsmen to aid in the development of Libya.

Mr. Crow said that the natives "caught-on" to American construction methods and equipment with surprising rapidity

and became excellent employees. Practically all of the local workmen are Moslems, usually referred to as Arabs, regardless of their country of origin. They include the original Arabs, Berbers, Egyptians and Italians; also Sudanese, colored, who were originally slaves of the Arabs and Romans and became Moslems.

Most of the equipment was brought to Tripoli from the United States and some from Europe. Between March 14, 1951 and February 26 of this year, 96 vessels leaving U. S. ports carried a total of 78,882 tons of supplies and materials to the job site. A great deal of the machinery is paving and grading equipment.

The city of Tripoli is rather modern. It is located on an oasis and the climate is about like that of the state of Georgia in the U. S., but with a rainy season in the late fall and early winter. The temperature in winter is around forty degrees. There is no rain from April to November and the hot winds blow not only sand but insects.

The climate and temperature at the quarries is a different story. There temperature reaches one hundred twenty degrees in summer, among the highest recorded temperatures on the globe.

The base includes two 11,000-foot runways with a 1,000 cut over-run at each end. There are more than 100 acres of paved parking apron. The planes are serviced in nose hangars, into which they taxi up to the wings and mechanics work on them under shelter. The installation includes vast petroleum, oil and lubri-

cant storage. The storage tanks are underground. There are refueling platforms for the planes. As work on the base proper developed recent construction included a chapel, school and hospital. There are thirty barracks accommodating two hundred men each.

## Southern Lead Burning Expands Twice in First Ten Years

Southern Lead Burning Company, Atlanta, Georgia, was established in 1945. During the company's approximately ten years in the field, they have been forced to move twice, to larger quarters in order to serve their customers.

This company serves the entire South and Southwest, fabricating lead and lead lined chemical equipment for the chemical and fertilizer, and by product coke plants, and electro plating plants, as well as constructing complete sulphuric acid manufacturing plants, mainly in connection with fertilizer producers.

The company has shop facilities, in Atlanta, for fabricating lead equipment and lining tanks that can be shipped by truck or rail.

The company also serves tank fabricators in Birmingham, Chattanooga and Charlotte, who require tanks to be lead lined for their customers.

Southern Lead Burning Company is jointly owned by William F. Kelly and Joseph J. Kelly, who have been active in the lead burning field for over 25 years.

## COAST LINE'S

### Columbia Industrial District

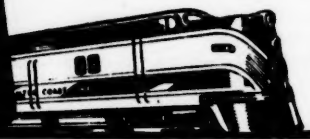
- Rail-Served, Graded Sites
- Water, Power, Sewerage
- Paved Streets

Centrally Located in  
Columbia, S. C.

For Details communicate with

O. C. Rose, Industrial Agent, Atlantic Coast Line Railroad, Wilmington, N. C.

ATLANTIC  
COAST LINE  
RAILROAD





## Steel Executive Believes South Has Economic Edge

A Pennsylvania steel executive says the South has an economic edge over the rest of the nation because its plants are new and because of its diversification and good industrial sites.

Don Ande, general manager of Jones & Laughlin Steel Corporation's warehouse division, says new plants will prove a decisive advantage when business becomes more strongly competitive because the newer plants are generally the most efficient ones.

The Pittsburgh executive says the diversification of agriculture and industry makes the South's economy less vulnerable than the heavy industrial sites to companies looking for a place to build.

River transportation, he says, gives Mississippi River ports a fourth advantage now that the Mississippi is coming back into its own as a source of transportation.

## Bauxite Chemical Plant Now Fifty Per Cent Complete

The new Chemical Products Plant of Aluminum Company of America here in Bauxite is 50 per cent complete, with two of the four production units in operation.

Carl R. Stout, Manager of Bauxite Works, announced that operation of the second production unit of the plant began in May, coincident with the opening of National Chemical Progress Week, sponsored by Manufacturing Chemists' Association. In his announcement, Mr. Stout said: "These new and enlarged facilities demonstrate our faith both in the dynamic aspects of the chemicals market and in the wide horizons open to chemicals producers and users alike."

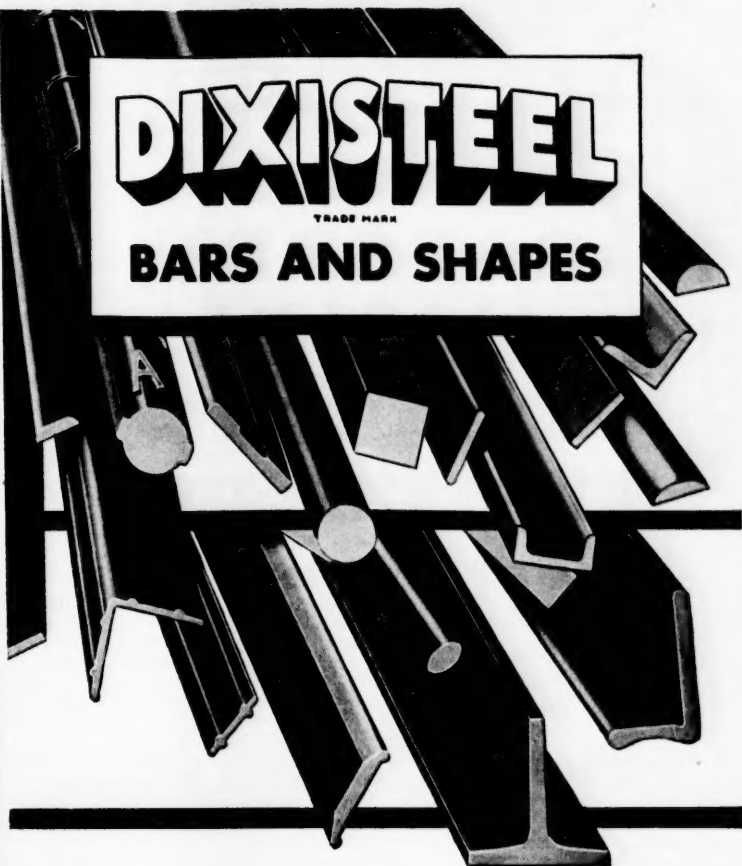
## Southern Furniture Exposition \$460,000 Addition Underway

Construction has been started on the \$460,000 addition to the Southern Furniture Exposition Building at High Point, North Carolina. This is the third expansion to the building in the past fourteen years. It is to be a ten-story addition comprising 66,000 square feet, and will be air-conditioned throughout with a cafeteria in the basement. The structure will be of steel-frame with concrete floors.

When the Exposition Building was first opened in 1921 its space totaled a little over 200,000 square feet. Four stories were added in 1940, greatly expanding its space. With the completion of the new \$1,000,000 ten-story addition, begun in October 1949, and completed in July 1950, additional display space of 124,000 square feet was added.

As a furniture market High Point is unique in the scope of its concentration on Southern furniture lines.

The addition is being constructed by the H. L. Coble Construction Co. of Greensboro, N. C.



# FLEXIBLE ROLLING SCHEDULES

The great variety of shapes, sizes and grades of DIXISTEEL Bars and Shapes has always been a plus value to Southern manufacturers and fabricators. Now, new flexible rolling schedules make it more to your advantage than ever to do business with Atlantic Steel—one of the nation's completely independent steel producers.

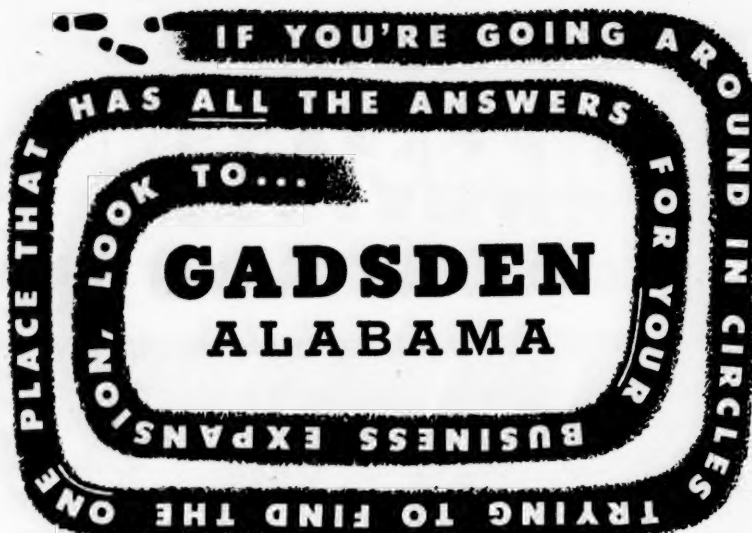
Call, write or wire for information and prices.

## • PLAIN OR GALVANIZED



## Atlantic Steel Company

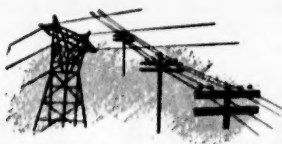
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## LABOR?



## POWER?



## TRANSPORTATION?



## RAW MATERIALS?



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I am interested in the manufacture of

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Position \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

## "GADSDEN'S GOT IT!"

Native labor, intelligent, compatible and easy to train, they're lovers of the land and the American way of life, they're industrious and prudent, whether your demand is for skilled or unskilled labor, Textiles or Foundry, clerical, managerial or professional you'll find them here in abundance. Yes, Gadsden has the answer to your problem.

## "GADSDEN'S GOT IT!"

What do you want for Power . . . COAL? Gadsden's in the very heart of the South's richest coal belt. WATER? In the water shed of the southern tip of the Appalachian Range, the Coosa River flows through the heart of Gadsden and furnishes an abundance of water for all purposes. GAS? Natural gas with an average BTU rating of 1,000 per cubic foot. ELECTRICITY? From the Coosa River the Alabama Power Company can furnish enough electricity to meet any of your needs.

## "GADSDEN'S GOT IT!"

A natural cross roads between the principal cities of the South. Gadsden is served by four railroads and seventeen truck lines. From the Gadsden airport six operating flights daily connect the Valley of the Coosa with the capitals of the world. Modern highways from Gadsden lead to *everywhere!* You can find your answer to transportation, in . . . Gadsden!

## "GADSDEN'S GOT IT!"

What are your needs? Iron, steel, aluminum, timber, coal, stone, manganese, shale, clay, cotton . . . just name it . . . Gadsden's almost sure to have it. Today in Gadsden the articles manufactured run from vitreous china ware to ranges, from cast iron pipe to automobile tires. Bring your needs to Gadsden, you'll find your answer here.

**GADSDEN**  
*Committee of thirty-five*  
**GADSDEN • ALABAMA**

## Frigidaire to Erect Office in Fort Worth

Construction of a 61,000 square-foot distribution center and office headquarters for Frigidaire Corporation, a subsidiary of General Motors Corporation, was under way in Fort Worth, Texas.

The building is being constructed by the Rowan Realty Company of which A. H. Rowan is president at a cost of \$475,000. Frigidaire has taken a long-term lease on the property.

Thomas S. Byrne, Inc., is general contractor and Preston M. Geren is architect-engineer.

H. L. McGurk, Frigidaire branch manager, said the brick and steel structure will be completed and ready for occupancy this fall.

The building will include approximately 25,000 square feet of air-conditioned office space and an auditorium seating 250 persons, with arrangements for dividing the room for smaller meetings. The auditorium will have two stages, one of which will be equipped with a complete Frigidaire kitchen for home economics demonstrations.

The remainder of the building will be devoted to warehousing. There will be facilities for unloading five carloads at a time and docks for seven trucks. A parts department will have a special entrance and its own truck dock.

## Tri-State Chemical to Start Production in Springdale, Mo.

Tri-State Chemical Company expects to begin production in its new \$150,000 mixed fertilizer plant at Springdale in June. Frank Sizemore is manager of 28,000-square foot plant which will employ 35 men, sell product under "Gro-More" brand name. Company also has plant at Webb City, Mo.

## NEW PLANTS

(Continued from page 16)

Co., Inc., let contract at \$171,300 to Boyle Construction Co., Sumter, for addition to Darlington plant. The McPherson Co., Greenville, Archt.

**FLORENCE**—American Bakeries Co., Atlanta, let contract to Harlee-Quattlebaum Construction Co., Florence, at \$156,600 for addition to plant. Stevens & Wilkinson, Atlanta, Archts.

**ORANGEBURG**—City of Orangeburg received bid of \$699,995 from Dixie Construction Co., and Robert E. Lee Co., Inc., for municipal natural gas system.

**SUMTER**—Pettibelle, Inc., let contract to Harlee-Quattlebaum Construction Co., Florence, at \$67,800 for plant addition.

**WALTERBORO**—Board of Aldermen received bids for natural gas system.

### TENNESSEE

**MEMPHIS**—Argonaut Realty Division of General Motors Corp. received bids in Detroit, Mich., for training center, Summer Ave. & Avon St., Memphis. Geo. L. Dahl, Dallas, Tex., Archt.

**MEMPHIS**—City, Memphis Light, Gas & Water Division, received bids for five well houses, Furlinger & Ehrman, Archts.

**MEMPHIS**—Richards Mfg. Co. let contract to Allen Brothers, for addition to plant, R. B. Spencer & Assocs., Archts.

**UNION CITY**—American Metal Products Co. let contract to Forcum-James Lumber

Co., Dyersburg, for addition to plant, Bransford & Nichols, Memphis, Archt.

#### TEXAS

**ALDINE**—Southwestern Bell Telephone Co. let contract to Barber, Inc., Box 84, Houston, for electrical and mechanical work.

**AMARILLO**—Pinkney Packing Co., 2902 E. Third St., let contract to Floyd Richards Construction Co., P. O. Box 532, Amarillo, for \$58,463 packing plant addition.

**ANTHONY**—Frio Frozen Food, Inc., Joe B. Worsham, president, 10 Ben Swain Drive, El Paso, plans new building. Roberts Engineering Co., 2321 Bassett Ave., El Paso, Archt.-Engr.

**BAYTOWN**—Pearl Beer Distributors, c/o Architect, received bid from John Arrgata, 1813 Amelia St., for warehouse and office building, 910 N. Main St. Daniel Perkins, 122½ DeFee St., Archt.

**BEAUMONT**—Beaumont Iron Works Co. merged into parent corporation, American Locomotive Co., Schenectady, N. Y. President, Perry T. Egbert, said move indicates growing interest in Southwest.

**BROWNSVILLE**—James Pace received bid from Adams Bros., Box 1886, for \$44,866 building. Coker, Bowman & York, 1220 W. Harrison St., Archts.

**BRYAN**—Halsell Motor Co., Bryan, received bid of \$72,900 from Cheatham Brothers, Box 3218, Bryan, for automobile agency building, Highway No. 6. Caudill, Rowlett, Scott & Assoc., 425 S. Main St., Bryan, Archts.

**DALLAS**—Cary-Schneider Investment Co. let contract to O'Rourke Construction Co., Box 5384, for \$337,500 parking garage. Gill & Harrell, 1913 San Jacinto St., Dallas, Archts.

**DALLAS**—Pearl Beer Distributing Co., c/o Architect, received bid from Wm. C. Bramlett, 6110 N. Haven St., Dallas, at \$29,388 for addition to warehouse. Geo. W. Edwards, 1509-A Cochran St., Dallas, Archt.

**DALLAS**—Texas and Pacific Railway Co., c/o R. J. Gammie, Chief Engineer, 1003 Texas & Pacific Bldg., received bids for warehouse and office building. Wyatt C. Hedrick, 904 Fort Worth Ave., Dallas, Archt.-Engr.

**DALLAS**—Transport Management Co., 1410 Gragon St., received bids, in care of George L. Dahl, 2101 N. St. Paul St., Dallas, Archt., for office building at Hines Blvd., Throckmorton & Knight Sts.

**ECTOR COUNTY**—Texas Gulf Producing Co. let contract to O. L. Olsen Co., Houston, at \$2,000,000 for natural gasoline plant in Headlee Field.

**FORT WORTH**—Braswell Motor Freight Lines, Hodge St., plans \$125,000 freight terminal.

**FORT WORTH**—A. W. Rowan, 3500 W. Freeway, let contract to Thomas S. Byrne, Inc., National Bldg., Fort Worth, at approx. \$250,000 for office and warehouse. Preston N. Geren, 1607 National Bldg., Archt.

**FREEPORT**—Daw Chemical Co., Midland, Mich., plans \$3,000,000 plant to produce soda ash. Construction expected to start in November.

**HOUSTON**—Clorox Chemical Co., 850—42nd Ave., Oakland, Calif., let contract to Schneider Constr. Co., P. O. Box 13157, Houston, at \$296,500, for manufacturing plant on Armour Drive, East of Kress St., Houston. Lloyd & Morgan, 4605 Montrose Blvd., Houston, Archts.

**HOUSTON**—Converted Rice, Inc., c/o Engineers, let contract to W. S. Bellows Construction Corp., Box 2132, Houston, at \$217,700, for elevator and head house building, 5610 Clinton Drive. Lockwood & Andrews, 904 Union National Bank Bldg., Houston, Consulting Engrs.

**HOUSTON**—General Motors Corp., c/o Argonaut Realty Div., Detroit, Mich., plans \$400,000 training center. Wyatt C. Hedrick, T & P Passenger Bldg., Fort Worth, Archt.-Engr.

**HOUSTON**—Great Atlantic & Pacific Tea Co., Indus. Lease Dept., 420 Lexington Ave., New York, to receive bids for warehouse building, 7700 block Washington Avenue.

**HOUSTON**—Humble Oil & Refining Co., 1020 Holcomb Blvd., Sales Engineering Dept., let contract to Major Construction Co., 721 W. Drew St., for service station work, N. Main and Airline Drive.

**HOUSTON**—Pittsburgh Plate Glass Co., Houston, plans new plant on Armour, near Lockwood Drive.

**HOUSTON**—U. S. Green Stamp Co., Houston, let contract to Marshall Constr. Co., Inc., 4009 Center St., at \$106,990, for building on S.E. corner Ardmore & Holcomb Blvd. Irving R. Klein & Assoc., 1317 Austin St., Houston, Archts.

**HOUSTON**—U. S. Mengel Plywoods, Inc., 330 S. 66th St., let contract to Pence Construction Corp., 8801 Stella Link Road, for \$32,500 warehouse addition.

**LONGVIEW**—Resistol Realty Co., Garland, Tex., let contract to Sachs & Stevens, 2415 Butler St., Dallas, at approx. \$1,000,000 for

manufacturing plant, Job No. 4541. Wyatt C. Hedrick, 904 Ft. Worth Ave., Dallas, Archt.-Engr.

**LUBBOCK**—Frontier Wholesale Co. let contract to S. R. Duncan, 3507 Avenue Q, Lubbock, for \$74,000 warehouse building. DeWitt & Maeker, 1203 College Ave., Arcata.

**MINEOLA**—Deaton of Dallas, c/o Architects, received bid of \$54,949 from Buck Thompson, 314 E. Front St., Tyler, Tex., for manufacturing and office building. Boatright & Thompson, 1330 Industrial Blvd., Dallas, Archts.

**ODESSA**—Texas Gulf Production Co. plans \$2,000,000 natural gas plant.

**PORT ARTHUR**—Koppers Co., Inc., Pittsburgh, Pa., to erect new plant producing polyethylene plastic.

**SAN ANTONIO**—Braswell Motor Freight Lines let contract to David Asch & Co., 2107 N. Harwood St., Dallas, for motor freight terminal, Job No. 235, located on Pacific Ave.

**SAN ANTONIO**—Jacob E. Decker & Sons let contract to J. M. Odom, Box 774, Austin, at approximately \$1,000,000 for refrigerated warehouse, branch house and manufacturing plant. Work No. 5315.

**SAN ANTONIO**—Office of Signal Section, Fort Sam Houston, received bids for telephone cable to Dodd Field.

**SAN ANTONIO**—L. R. Pletz plans service station at 38th St. and Culebra Ave. Marmon-Mok Associates, 320 South Texas Bldg., Archts.

**SAN ANTONIO**—South Texas Equipment Co., Inc., of Houston, acquired Longhorn Equipment Co., Inc., 3406 Roosevelt Ave., making it a branch plant of company.

**SAN ANTONIO**—Southwestern Bell Telephone Co., Dallas, let contract to Judson H. Phelps Rt. 2, Box 208-L, San Antonio, for office and storeroom addition at Walnut-Webster Telephone Exchange at Commercial & Mayfield Aves.

**UVALDE**—The Texas Co. received bid from Perkins & Easley, Uvalde, for \$15,314 service station.

**WACO**—Sunbright Mfg. Co., c/o Lester Englander, 424 S. First St., Waco, received bid from Waco Construction Co., P. O. Box 4006, at \$23,880, for warehouse. Spicer, Bush & Witt, 503 Amicable Bldg., Waco, Archts.-Engrs.

**WEST PORT ARTHUR**—Gulf Oil Corporation, West Port Arthur, received bids for testing laboratory building. Stone & Pitts, 1872 Calder Ave., Beaumont, Archts.

**WICHITA FALLS**—United Electric Co. received bid of \$199,289 from C. L. Murphy Construction Co., 501 Holliday St., for office and manufacturing building, Galveston St. Harris & Killebrew, 1710 Dayton St., Wichita Falls, Archts.

**WICHITA FALLS**—White Auto Stores let plumbing contract to Chas. D. Hughes, 810 Brook St., for warehouse and office building. Estimated cost \$1,000,000.

#### VIRGINIA

**HOPEWELL**—Allied Chemical & Dye Corporation to expand production of anhydrous ammonia.

**PETERSBURG**—Atlantic Coast Line Railroad Co., R. L. Groover, Chief Engineer, Wilmington, N. C., received bids for Combination Station.

**RICHMOND**—Brown Distributing Co. received bids for warehouse and office building. H. Carl Messerschmidt, 1105 Mutual Bldg., Richmond, Archt.

**RICHMOND**—Benjamin T. Crump Co., Inc., 1314 E. Franklin St., received bids for parking platform and lot.

**RICHMOND**—Fibre Board Container Corp., subsidiary of Robert Gair Co., New York, announces \$400,000 expansion program. T. J. Bourne, Jr., Vice-president.

**RICHMOND**—Prentice Poultry Plant received bid of \$78,054 from F. Scott Rice, Richmond, for plant on Hopkins Road at Holly Spring Ave. H. Carl Messerschmidt, Archt.

**RICHMOND**—Reynolds Metals Co., Richmond, plans 16-story office building in suburban West end; also special quarters to house experimental laboratories. Richard S. Reynolds, Jr., president.

**RICHMOND**—Wilson Paper Co. received bids at office of Slaughter, Saville & Blackburn, Inc., Engrs., Richmond Federal Bldg., Richmond, for 2-story factory building and office area.

**ROANOKE**—General Electric Co., Schenectady, N. Y., plans multi-million-dollar plant on 96-acre tract between Roanoke & Salem, in Roanoke County. J. E. Sillrine Co., Greenville, S. C., Archts.-Engrs.

**SALEM**—Koppers Co., Inc., Pittsburgh, Pa., plans \$1,000,000 wood preserving plant, 2 miles west of Salem, on 93-acre tract. Walter P. Arnold, Vice-Pres. & Genl. Mgr., Koppers Wood Preserving Division.

**VICTORIA**—Town Clerk received bids for electric power overhead transmission line.

# CONNORS

Offers

# 4

Important  
Advantages

- ★ Flexible Rolling Mills
- ★ Ample Bar Inventory
- ★ Fabrication Service
- ★ Fast Freight



Alabama's new State Office Building  
where Connors Reinforcing Bars were used.

## CONNORS STEEL DIVISION

H. K. PORTER COMPANY, INC.

OF PITTSBURGH

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## FINANCIAL NOTES

The year 1953 set a new record for Georgia in the use of electric power, according to the **Georgia Power Company's** annual report to stockholders released recently. However, 1954 promises to maintain or surpass last year's high level of industrial and business activity, Harilee Branch, Jr., president, said.

The first two months of 1954 show an increase in sales of electricity of nearly \$900,000, or 6.2 per cent, as compared with the same period in 1953, Mr. Branch said.

The company added 17 new power loads to its industrial business in 1953. Contracted for but not in operation in 1953 were 23 other large power loads.

Gross revenue in 1953, according to the report, was more than \$89,450,000, an increase of 9.9 per cent over 1952. However, net income of the company, available for common stock dividends and for reinvestment in the business, was only \$71,400 above 1952 due to increased operating expenses, particularly in the cost of fuels used to generate electricity. The figures were \$9,488,943 in 1953, compared with \$9,417,543 in 1952.

**Lion Oil Company, El Dorado, Arkansas**, reports net income for the first quarter of 1954 of \$3,468,610, or \$1.12 per share on 3,090,892 shares outstanding at the end of the period. This is an increase of 22 per cent over the \$2,840,286, or 92 cents per

share reported for the first three months of 1953.

Sales and operating revenues for the three months were \$26,285,357 as compared with \$23,364,735 for the same period a year ago. Net income before provisions for taxes on income was \$5,249,107 in comparison with \$4,722,005 in the like period of the previous year. Provisions for taxes amounted to \$1,780,497 as against \$1,881,719 in the first quarter of 1953.

T. M. Martin, Lion president, stated that sales revenue from the El Dorado chemical plant was the highest in any previous quarterly period and was 24 per cent greater than in the same quarter of the previous year. Crude oil and natural gas production was higher than in the first quarter of 1953, he added, pointing out that this was due primarily to the successful development of a part of the company's holdings in the Denver-Julesburg Basin.

**Reynolds Metals Company** and its wholly-owned subsidiaries made a net profit of \$4,353,734 for the first quarter of 1954, according to an announcement by R. S. Reynolds, Jr., president.

The profit for the quarter ended March 31, after provision for income taxes of \$3,882,308, was equal to \$2.41 a share on the 1,802,997 shares of common stock out-

standing. This compares with \$2.56 a share in 1953 on the same number of shares outstanding.

Net sales for the first quarter of 1954 totaled \$65,676,334, compared with sales of \$71,600,000 for the first quarter last year. Mr. Reynolds said that in view of the decline in business, the favorable earnings report was due in part in improved operating efficiencies in the company's plants.

The boards of directors of **Mathieson Chemical Corporation and Olin Industries, Inc.**, voted unanimously to submit to their stockholders at special meetings on June 29, 1954, a proposal to merge the two companies.

The announcement was made jointly by John M. Olin, president of Olin Industries, and Thomas S. Nichols, president and chairman of Mathieson. The name of the new company will be Olin Mathieson Chemical Corporation. Following the merger Mr. Olin will become chairman of the board of Olin Mathieson and Mr. Nichols will become president. Mr. John W. Hanes will become chairman of the finance committee.

Based on 1953 figures, the combined corporation will have total assets of about \$500,000,000 and sales of over \$500,000,000, including sales of non-consolidated subsidiaries and licensees.

When the merger becomes effective, each outstanding share of Mathieson Preferred Stock and each outstanding share of Olin Preferred Stock will be one share of Olin Mathieson \$4.25 Convertible Preferred Stock, and each outstanding share of Mathieson Common Stock and each outstanding share of Olin Common Stock will be one share of Olin Mathieson Common Stock. When the merger is approved and carried out, a 5 per cent stock dividend on the Mathieson common stock will be paid prior to the effective date.

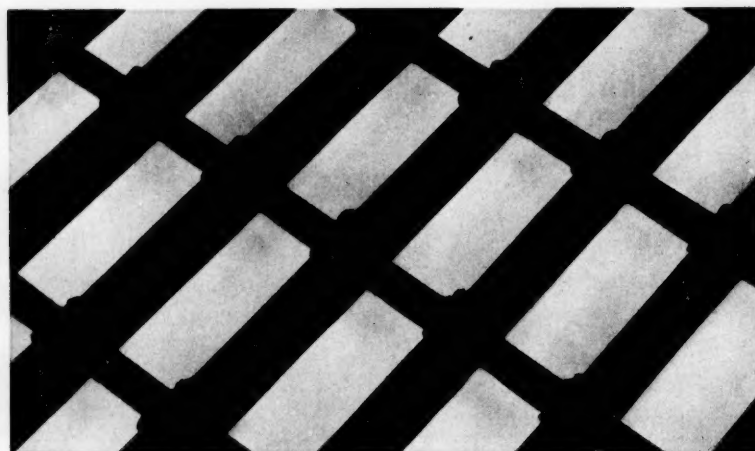
At the annual meeting of the stockholders of **Wheeling Steel Corporation** held recently in **Wheeling, W. Va.**, J. L. Neudoerfer, president, stated that he is optimistic about the business outlook for the remainder of 1954.

He reported to the stockholders that the new galvanized product, **SoftTite**, produced at the Martins Ferry, Ohio, factory, has received wide acclaim in the market.

The corporation's \$29 million construction and improvements program has been substantially completed with the exception of the increase in capacity and modernization of the cold reduced sheet producing facilities and auxiliary equipment in the Steubenville Works. That phase of the program is scheduled for completion sometime this year.

The construction and improvements program has increased Wheeling Steel's ingot capacity from 1,860,000 to 2,130,000 net tons of open hearth and Bessemer steel ingots. Coke and pig iron capacities have also been increased.

The detailed report of business transacted in 1953, as presented to the stock-



**Hexagonal Cross Bars...Resistance Welding make**

**Gary**

**WELDED GRATING** safer, stronger  
neat appearing



**FREE SAMPLE**  
We'll send this handy  
paper weight if you  
request it on your  
company stationery.

One piece construction with tops of all bars flush provides safer, longer-lasting open steel flooring. And it's tailor-made to fit your requirements. For typical installations and full details on Gary gratings, stair treads and decking, write for Catalog MR-64

**Standard Steel Spring Division**

**ROCKWELL SPRING AND AXLE CO.**  
4001 East Seventh Avenue • Gary, Indiana



holders by Mr. Neudoerfer, showed a net profit of \$12,458,311 as compared with \$10,590,780 for 1952. The average number of employees on Wheeling Steel's payroll in 1953 was 15,248 which is about the same as in each of the last five years.

**W. R. Grace & Co.**, the international industrial and trading firm, reported that consolidated net income, after all charges including taxes, amounted to \$10,959,077 in 1953, an increase of 39 per cent over net income of \$7,882,878 in 1952.

In its annual report, the company announced that earnings on the common stock were \$3.76 per share outstanding compared with \$2.65 in the previous year. Including the equity in earnings in excess of dividends received from non-consolidated subsidiaries and 50 per cent-owned companies, total earnings for the year amounted to \$4.08 per common share as compared with \$2.86 in 1952.

George T. Naff, president of **Texas Eastern Transmission Corporation**, told stockholders at their annual meeting that he estimated the company would show a net income of \$3,460,000, or 49½ cents per share for the first quarter of 1954. For the first three months of 1953, the company reported net income of \$3,106,269, which was equal to 43 cents per share after preferred dividend requirements.

Earnings for the first quarter of 1954 on a consolidated basis for Texas Eastern Transmission Corporation and its subsidiaries should amount to about \$3,530,000, or 51 cents per share, he said. Con-

solidated net income for the first quarter of 1953 was reported as \$2,897,414, equal to 39 cents per common share.

Net income of **The Youngstown Sheet and Tube Company** during the first quarter this year was \$2,989,478 or 89 cents a share compared with \$6,958,975 or \$2.08 a share for the first quarter last year.

The quarterly statement showed total income dropped from \$140,564,614 for the first quarter last year to \$105,863,413.

Directors declared a quarterly dividend of 75 cents a share, payable June 15 to shareholders of record at the close of business May 14.

Production during the quarter amounted to 889,638 tons, shareholders were told at their annual meeting held earlier in the day. While this was only 65.6 per cent of present capacity it equaled 72.9 per cent of the company's capacity a year ago and 89.6 per cent of the company's average production of 1947 to 1949, inclusive.

Mr. E. A. Yates, Chairman of the Board of **The Southern Company**, announced that the Board of Directors of that company, at a meeting held at Atlanta, Ga., recently, declared the regular quarterly dividend of 20 cents per share on its common stock, payable on June 5, 1954 to stockholders of record at the close of business on May 3, 1954.

**Hercules Powder Company** reported for the three months ended March 31, 1954, net income, equal, after preferred divi-

dends, to \$1.21 a share of common stock.

In the first quarter of 1953, the company reported earnings of \$1.16 a share of common stock.

Net sales and operating revenues for the quarter were \$43,564,002, compared with \$47,031,209 in the first quarter of 1953.

Net earnings of **Freeport Sulphur Company** for the three months ended March 31 after all charges, including provision for federal and state taxes, amounted to \$1,959,892, equivalent to 82 cents per share on the 2,400,000 shares of common stock outstanding.

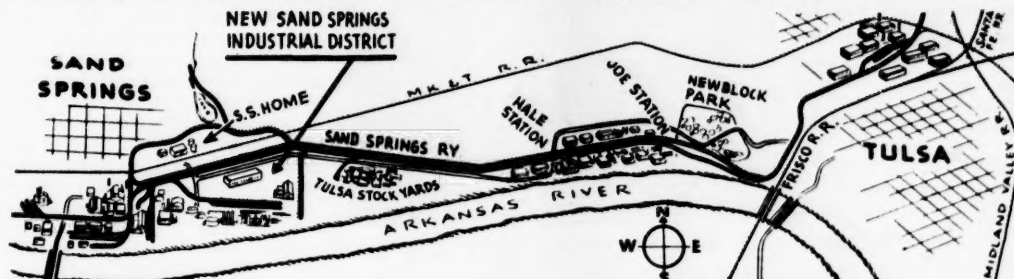
These earnings compare with earnings of \$1,891,051, equivalent to 79 cents per share, for the first quarter of 1953.

At its annual meeting recently the **Pennsylvania Salt Manufacturing Company** announced net earnings of \$752,731 for the first quarter of 1954. Earnings before taxes were \$1,509,810. Sales for this quarter were \$13,557,481, 4 per cent under \$14,173,729 for the corresponding period last year.

"While net earnings were lower than the \$932,550 reported for the first quarter of 1953," President George B. Beitzel stated, "Pennsalt's first quarter earnings showed an increase of 25.4 per cent over the third quarter of 1953 and were 21.8 per cent higher than profits for the fourth quarter of last year."

First quarter earnings were equivalent to 61 cents per share as compared with 75 cents for the first quarter of 1953.

## Nearly 100 Industries Selected Oklahoma's SAND SPRINGS—TULSA Industrial District!



### WHO THEY ARE . . .

Commander Mills, Inc., South West Box Co., Kerr Glass Mfg. Corp., American Smelting and Refining Co., Southwestern Porcelain Steel Corp., Pedrick Laboratories, Inc., Orbit Valve Co., National Tank Co., Frank Wheatley Pump and Valve Mfr., Lock Joint Pipe Co., General Paint Corp., American Steel and Wire Co., Bethlehem Steel Co., Lincoln Electric Co., Southwest Steel Corp., Standard Magnesium Corp., Standard Aluminum Co., Enardo Mfg. Co., Sheffield Steel Corp., The Boardman Co., Youngstown Steel Products Co., Mo-Vi, Inc., Boyles Galvanizing Co., Stanley Home Products Co., Santa Fe Engineering and Equipment Co., The Fibercast Corp., and many others.

### WHAT THEY MAKE . . .

Products manufactured and distributed in the national market (many of them exported) by the Sand Springs-Tulsa area companies include Textiles, Fruit Jars, Corrugated Boxes, Zinc Products, Steel, Electric Fixtures, Chemicals, Canned Foods, Janitor Supplies, Meat Products, Petroleum Products, Dog Food, Porcelain Enameled Steel, Paints and Varnishes, Building Materials and many others.

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## BUSINESS NOTES

The Research & Control Instruments Division, North American Phillips Company, Inc., 750 South Fulton Avenue, Mount Vernon, N. Y., has announced the opening of a new regional office at 4517 Fannin Street, Houston, Texas.

Robert Seibert is manager of the new headquarters which serves an area that includes Texas, Louisiana, Mississippi and Florida.

Equipment displayed and demonstrated in the Houston office includes the com-

plete line of Norelco X-ray Diffraction and Spectrographic Instruments and Accessories; also Industrial Radiographic Units. Spare parts and service are also available. . . .

Two new appointments to the Bohn Aluminum and Brass Corp.'s sales organization have been announced by T. W. Kuhn, vice president in charge of sales. Eugene Worell and James R. Fleming have been added to the force, Mr. Kuhn stated.

Mr. Worell, who is a graduate of the University of Minnesota, Minneapolis, has been refrigeration engineer for the Manitowoc Co., Inc., Manitowoc, Wisc. He will operate out of the Bohn St. Louis office.

Mr. Fleming is a business administration graduate of the University of Michigan, Ann Arbor. He has been midwest district sales manager of Servel, Inc., and assistant sales manager of the Betz Corporation of Hammond, Indiana. He will headquarter at the Dayton, Ohio, office of Bohn. . . .

The appointment of Standard Products, Inc., 2208 North Sheridan, Tulsa, Oklahoma, as distributor for Parker O-Rings, has been announced by D. A. Cameron, Sales Manager for The Parker Appliance Company, Cleveland, Ohio.

R. E. Clutter, manager of the distributor firm, said his company will stock all popular sizes of standard service O-Rings for quick availability to users in the Tulsa area.

The new distributor will have available the services and technical assistance of M. L. "Jack" Sheenhan, Parker Sales Engineer in the Northern Texas and Oklahoma region.

The Parker Appliance Company is a major national producer of precisely-engineered hydraulic and fluid system components. . . .

M. Lowenstein & Sons, Inc., (textiles) announced the establishment of a division which will act as selling agent for independent mills. The first mill to be represented by the Lowenstein company in this new operation is Julia Cade Mills, Inc., of Albertville, Alabama.

The Lowenstein company, integrated manufacturers, printers and converters, have heretofore engaged in the finished goods field only, manufacturing their own grey cloth as well as buying grey cloth in the market. This new division represents an entrance into the field of selling grey cloth for mills not part of the Lowenstein organization.

In addition, M. Lowenstein & Sons, Inc., (textiles) announced its appointment as selling agent for Father George Mills, Inc., of Sanford, North Carolina.

A company representative stated that there were other negotiations pending with mills and that it is expected that further announcements will be made shortly. . . .

The Agrichem Corporation, dealers in bulk basic chemicals, has opened a branch office in New York City, John W. Ball, President, announced recently. Agrichem's main office and plant are located in Jacksonville.

The New York office at 99 Park Avenue has been established to handle the company's increasing business volume, Mr. Ball said. It is in charge of Wesley A. Wagner, Executive Vice President. Mr. Wagner recently joined Agrichem after five years' association with National Lead Company. A graduate of Princeton University, he served as an officer in the Marine Corps during World War II.

*Even the Army*  
*is using* **SOLITE**®

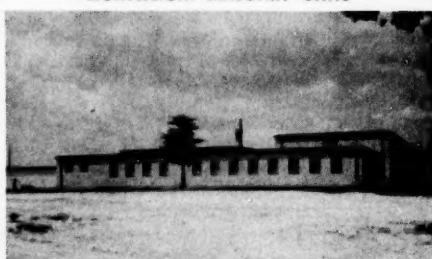
LIGHTWEIGHT MASONRY UNITS

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The U. S. Army Reserve Armory on Sherwood Ave. in Richmond, Va. Designed by the U. S. Army Corps of Engineers, this is an excellent example how one Solite wall can serve for both exterior and interior purposes. The contractors were: Conquest, Moncure and Dunn of Richmond, Virginia.

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Agrichem is largely engaged in brokerage of basic bulk chemicals both for domestic customers and for import-export.

• • •

**The Trane Company**, manufacturing engineers of air-conditioning, heating, ventilating and heat transfer equipment, announces the new location of the **Little Rock, Arkansas**, sales office, at **Room 718, Pyramid Building**.

Rowe Hill is sales engineer in charge and will work through the Memphis, Tenn., sales office.

• • •

**Argo and Company**, 7 South West 18th St., Birmingham, Alabama, has been appointed distributor for Parker Hoze-Lok fittings and Hose Assemblies, according to **D. A. Cameron**, Sales Manager of **The Parker Appliance Company of Cleveland, Ohio**.

Mr. M. M. Argo, Jr., Vice President of the distributing firm, announced that warehouse stocks of Parker Hoze-Lok Fittings would be maintained to service the expanding needs of customers in the South East territory.

Cameron explained that the appointment of the new distributor was part of the continuing acceleration of Parker's sales activity to keep pace with the growing demand for precision hydraulic and fluid system components.

Argo and Company will have access to the technical assistance of **R. D. Beatty, Jr.**, Parker Sales Engineer in Birmingham.

• • •

**The Electric Motor & Machine Service**, 518 W. Montgomery St., Henderson, N. C., has been named a distributor for **Allis-Chalmers** motors, controls and "Texrope" equipment in Mecklenburg county in Virginia, and in Vance, Franklin, Warren, Halifax, Wake, and Granville counties in North Carolina.

The firm has also been appointed a certified service shop for Allis-Chalmers motors and controls in the same area.

The Electric Motor & Machine Service was established in January, 1952. Principals are **E. B. Hale**, a partner, and **C. S. Holland**, secretary and treasurer.

• • •

**The Virginia-Carolina Electrical Works, Inc.**, 1007 E. Main St., Norfolk, has been named a certified service shop for **Allis-Chalmers** motors and controls in nine Virginia counties.

Area served by the firm are the counties of Princess Anne, Norfolk, Nansemond, Isle of Wight, Surry, James City, York, Warwick, and Elizabeth City.

**R. C. Dorey, Sr.**, is head of the Virginia-Carolina Electrical Works, which was established in 1922.

• • •

**The Louisville Defender, Inc.**, has located its new office at 437 S. Second St., Louisville, Kentucky.

• • •

After May 22, 1954, the new address of the **Pennsylvania Crusher Company** will be 323 South Matlack St., West Chester, Penna.

**Louis M. Boulware** has been appointed assistant production manager of the textile division of **United States Rubber Co.**, it was announced recently by **R. C. Harrington**, the division's production manager.

In his new position, Mr. Boulware will supervise production at the rubber company's textile division plants in Scottsville, Va.; Gastonia, N. C.; Hogansville, Ga.; Shelbyville, Tenn., and Winnsboro, S. C. After April 1 he will make his headquarters at Winnsboro.

• • •

Appointment of **Christian F. Beukema** as vice president of **Michigan Limestone** was announced by **Hugh S. Lewis**, president of this division of **United States Steel Corporation**. Mr. Beukema has been general manager of operations of this division for the past year.

In 1940 Mr. Beukema started working for Michigan Limestone at Rogers City, Mich., in the maintenance and construction engineering end of the business. He entered the Armed Forces in 1941 and had obtained the rank of major upon his discharge four years later.

Following his tour of duty, Mr. Beukema rejoined Michigan Limestone as construction engineer engaging in operations planning. In July 1949 he was transferred to Pittsburgh, Pa., with United States Steel as special assistant to the vice president-raw materials. In this post he was engaged in the planning

of a long-range program of iron ore development for the corporation, including work on Venezuelan ores and Minnesota taconite. In 1951 he was named director of planning in the raw materials division of U. S. Steel, a post he held until his return to Michigan Limestone a year ago.

• • •

**The United States Testing Company**, nationally acknowledged as the leading commercial testing concern in the textile industries, has now established a branch laboratory in South Carolina, **L. W. Bishop**, director of the state Development Board, announced.

Located in the plant of the Palmetto Worsted Mills at Laurens, the laboratory is equipped and staffed to maintain control of quality levels of raw materials, materials in process, and finished products of that mill.

It is also, however, available to perform textile tests for other plants, including measurements of pertinent properties of fiber, roving, yarn, fabric and garments, including wool and worsted, cotton and synthetics.

Mr. Bishop said the development was significant in view of the fact that when this company establishes a mill laboratory, it generally follows it with completely equipped operating branches. At this time, he added, the company is already giving further planning attention to its next moves in South Carolina.

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## WHO'S WHERE

**Richard H. Sawyer**, formerly with Hays Supply Company, Memphis (Tenn.) distributor for KSM Products, Inc., has been assigned to Birmingham, Alabama, to open a new KSM engineering sales district.

A mechanical engineering graduate of the University of Tennessee, Sawyer is well qualified, through training and experience, to assist stud-welding users in specifying and applying appropriate KSM welding studs, pins, and equipment for economical, efficient fastening in the building construction and metalworking industries.

Address of the new KSM engineering sales office headed by Sawyer is 1727 Sixth Avenue, Birmingham, Ala.

**Thomas R. Shugart**, Dallas geophysical consultant, has been named president of **Research, Inc., Dallas**. Mr. Shugart formerly headed Texana Exploration Company, and was an executive of Geotechnical Corporation. He was president of the Dallas Geophysical Society in 1951. The firm's chief activity is research and development in the field of mineral exploration, geophysical and geochemical surveys and development of special geophysical instruments.

The appointment of **John T. Everett &**

**Company, Memphis, Tennessee**, as southern and southwestern sales representatives has just been announced by **Safety Socket Screw Company, Chicago**, manufacturers of the well known "Blue Devil" line of socket cap screws, socket set



**W. N. Wilkerson**

screws, stripper bolts and other socket screw products.

According to **C. W. Payne**, Safety Socket's general manager, the new move

will greatly augment his company's sales and service efforts throughout that territory. The Everett organization, headed by **W. N. Wilkerson**, was founded in 1913 and, in addition to its Memphis headquarters, has offices and warehouses in Atlanta and Houston, with representatives in other key southern cities.

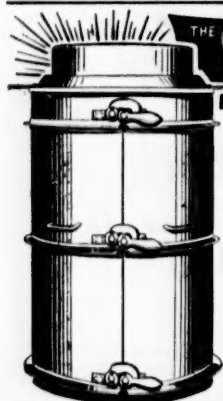
"It is a real privilege to be associated with Safety Socket Screw Company, one of the real pioneers and specialists in the socket screw industry," stated Mr. Wilkerson. "We believe our representatives will be able to provide much assistance to industrial supply distributors throughout our territory, since they will all be factory-trained in meeting various socket screw problems."

Safety Socket Screw Company is located at 6501 North Avondale Avenue, on the far northwest side of Chicago, in one of the most modern and efficient plants throughout the huge "Windy City" industrial area.

**The Ruberoid Co.** has appointed **Macon W. Michaux of Goldsboro, N. C.**, to be a sales representative. He will serve distributors in North Carolina.

Michaux, 26, has just returned from service with the U. S. Marine Corps. He is a graduate of Virginia Military Institute, Lexington, Va.

Effective last month, **Mr. J. F. Rivers** was appointed **Assistant Freight Traffic Manager, Savannah, Georgia**, for the **Seaboard Air Line Railroad Co.**



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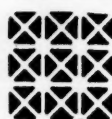
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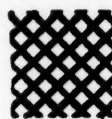
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Several other appointments were made including: **Mr. J. L. Hutson** to General Freight Agent, Orlando, Florida; **Mr. C. S. Barrett**, Division Freight Agent, Jacksonville, Florida; **Mr. E. T. Davis**, commercial agent, Jacksonville, Florida, and **Mr. J. E. West**, General Agent, Fort Pierce, Florida.

Another appointment by Seaboard was **Mr. C. M. Bonner**, Assistant General Freight Traffic Manager at Charlotte, N. C. Also, **Mr. E. L. Hobbs** who was appointed as Commercial Agent, Orlando, Florida.

**James H. Cobb**, Delta-C&S Air Lines' vice president of public relations and advertising, announced the appointment of **Eugene Phillips** as manager of the airline's news bureau, succeeding Chris Stone Taylor, resigned.

A native of Royston, Georgia, Phillips is a graduate of the University of Georgia, and a former newsmen. He was a reporter for the Athens *Banner-Herald*, the Atlanta *Journal*, the Milwaukee *Journal*, and served in the New Orleans bureau of the Associated Press.

During World War II, Phillips served 18 months in combat in the European theater, and later was on the public relations staffs of Generals Eisenhower, Patton and Bradley.

Since the war he held government information assignments in Germany, France, and Southeast Asia before returning to Georgia in 1952 to become editor and general manager of the weekly *News-Reporter* at Washington, Georgia.

Personnel changes at **Piedmont Manufacturing Company and Jonesville Mills**, Divisions of J. P. Stevens & Co., Inc., were announced recently by Geo. P. McClenaghan, Vice President. **P. W. Nipper, Jr.**, superintendent of Jonesville Mills, Jonesville, S. C., has been appointed superintendent of Piedmont Manufacturing Company, Piedmont, S. C., succeeding J. Harvey Cleveland, Jr., who has accepted a position with another company.

**Clarence Fisher**, General Overseer of weaving at the Piedmont Manufacturing Company's No. 1 plant, succeeds Mr. Nipper as superintendent of Jonesville Mills.

**Ray C. Dye**, of 612 Twenty-seventh Street, Vienna, W. Va., who has been serving as inspector-packer and supervisor in the **Fiber Glass Division of Libbey-Owens-Ford Glass Company, Parkersburg, W. Va.**, has been promoted to shift foreman in the superfine department.

Mr. Dye was employed in the former Vitrolite plant of LOF for 16 years and later worked with American Viscose Corp. in Parkersburg, before returning to the LOF fiber glass plant.

A native of the Parkersburg area, Mr. Dye attended the Wood County schools. He is married and the father of two daughters, Mrs. Anne Kittle, employed in the LOF Fiber Glass office, and Mrs. Betty Lou Tetrau, registered nurse in Easton, Pa.

**C. R. Chamberlain**, manager of the Lynchburg, Va., wood office of **West Virginia**

**Pulp and Paper Company**, has assumed the responsibility for the operation of the wood department of the Covington, Va., mill. He replaces G. L. Knapton, who has retired.

The Lynchburg wood office is being closed July 1, after which time Mr. Chamberlain will make his headquarters in Covington.

The **Trane Company**, manufacturing engineers of air-conditioning, heating, ventilating and heat transfer equipment, announce the association of **Robert S. Knowles with the Richmond, Va.**, sales office as a sales representative.

Knowles, an engineering graduate of The University of California, has been associated with The Trane Company since 1946. He was formerly a sales department manager in the firm's main office in La Crosse, Wis.

The **Ruberoid Co.** has appointed **William "Toxey" Leonard, Jr., of Mobile, Alabama**, to be a sales representative. He will serve distributors in southeastern Alabama, northwestern Florida and southwestern Georgia.

Before joining Ruberoid, Leonard was employed by McNeel Marble Co. of Marietta, Georgia, the Alabama Dry Dock & Shipbuilding Co. and the DeVan Motor Co. of Mobile.

Leonard, 36, served in the Army Transport Service during World War II. He is a graduate of McGill Institute, Mobile, Alabama, and studied Marine Engineering and Design at the University of Alabama.

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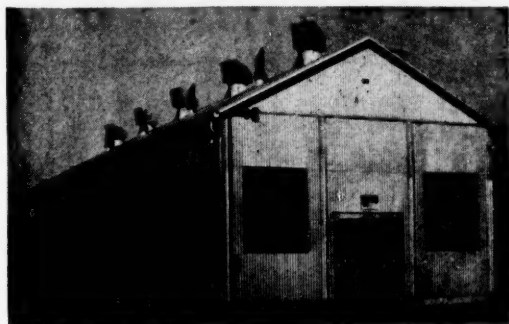
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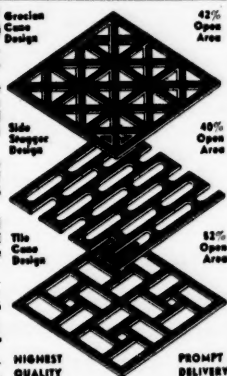
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